NOVARTIS

Therapy Area Head

Job ID
REQ-10088665
Сен. 30, 2026
Австралия

Сводка

Novartis is seeking an exceptional Therapy Area Head to lead a key therapy area across ANZ. Reporting to the Country President, ANZ, this senior leadership role sits on the Country Leadership Team and is accountable for driving the strategy, performance and growth of the therapy area portfolio.

This role will lead commercial teams across sales and marketing, support the successful launch and growth of current and future indications, and partner closely with Medical Affairs, Value & Access, Customer & Market Activation, regional teams and key market stakeholders.

We are looking for a leader with a strong track record of performance, matched by equally strong values, behaviours, integrity and people leadership. We value authentic leadership: someone who can be a trusted and valued member of the leadership team, navigate the complexity of healthcare, and identify innovative solutions by being willing to do things a little differently.

About the Role

Key Responsibilities

- Lead the therapy area strategy, portfolio performance and growth agenda across ANZ, delivering sales, market share, profitability and budget targets.
- Develop and oversee short- and long-term commercial, marketing and sales plans aligned with regional and global strategy.
- Drive launch excellence, lifecycle management, product growth, line extensions and new product introductions.
- Monitor market trends, customer insights, sales performance and competitive dynamics, using data-driven insights to inform decisions and actions.
- Partner with Medical Affairs, Value & Access, Customer & Market Activation, regional teams and launch teams to ensure aligned strategy and execution.
- Build effective and enduring relationships with key customers and stakeholders, including healthcare professionals, key accounts, KOLs and payors, in line with compliance requirements.
- Lead, coach and develop a high-performing sales and marketing team, strengthening capability, succession planning and talent pipelines.
- Enhance sales force effectiveness, digital and customer-led solutions, and operational excellence in an evolving healthcare environment.
- Ensure full alignment with Ethics, Risk and Compliance policies, including reporting of technical complaints, adverse events and special case scenarios within required timeframes.
- We are looking for a leader who can deliver outstanding performance while building trust, developing people and leading with integrity.

What You'll Bring:

The successful candidate will bring proven senior commercial leadership experience in pharmaceuticals, biotechnology or healthcare, with a strong record of delivering growth and leading high-performing teams. You will have experience in brand strategy, launch execution, portfolio management and cross-functional leadership, combined with strong stakeholder management and a deep understanding of customer and market dynamics.

You will be an authentic, values-led leader who demonstrates integrity, collaboration, inclusion and accountability. You will be comfortable operating as a valued member of the country leadership team, navigating complexity across the healthcare landscape, challenging conventional thinking, and inspiring teams to deliver strong performance while building a positive and sustainable culture.

Why Novartis:

At Novartis, our purpose is to reimagine medicine to improve and extend people's lives. This is an opportunity to take on a highly visible leadership role, shape the future of a key therapy area, and make a meaningful impact for patients, customers and the business across ANZ.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.
Read our handbook (PDF 30 MB)

Дивизион
International
Business Unit

General Management
Место
Австралия
Сайт
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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