

Therapeutic Area Head, Oncology

Job ID
REQ-10087705
сен 11, 2026
Аргентина

Сводка

As the Therapeutic Area Head, Oncology, you will lead one of the organization's most strategic and high-growth therapeutic areas, with full accountability for commercial performance, portfolio strategy, and organizational leadership. You will drive the development and execution of innovative business strategies that accelerate growth, maximize patient impact, and strengthen market leadership across the oncology portfolio. Working in close partnership with regional, country, and cross-functional teams, you will lead product launches, shape future portfolio opportunities, and develop a high-performing commercial organization capable of delivering sustainable business success in a rapidly evolving healthcare environment.

About the Role

Key Responsibilities

- **Lead the overall Oncology business strategy**, driving sales growth, market share expansion, profitability, and long-term portfolio success across current and future assets.
- **Own the end-to-end commercialization of the Oncology portfolio**, including lifecycle management, launch excellence, strategic planning, and identification of new growth opportunities.
- **Partner cross-functionally with Medical Affairs, Value & Access, Customer & Market Activation, and regional stakeholders** to ensure aligned strategy development and flawless execution.
- **Leverage customer, market, and competitive insights** to shape innovative commercial strategies, strengthen product positioning, and optimize business performance.
- **Build, develop, and inspire a high-performing commercial team** fostering a culture of accountability, talent development, collaboration, and continuous learning.
- **Establish trusted relationships with key external stakeholders**, including healthcare professionals, payers, key accounts, specialty pharmacies, and industry leaders to enhance patient access and business outcomes.

Requirements

- **Extensive pharmaceutical commercial leadership experience**, including responsibility for business performance, strategic planning, and cross-functional team leadership.
- **Strong Oncology expertise**, with demonstrated success in product launches, portfolio management, and driving sustainable market growth.
- **Proven people leadership experience**, with a track record of building high-performing teams, developing talent, and leading organizational change.
- **Strong strategic, analytical, and financial acumen**, including experience managing budgets, forecasting, business planning, and P&L performance.
- **Excellent stakeholder management and communication skills**, with the ability to influence senior leaders and collaborate effectively within a complex matrix environment.

Preferred Candidate Profile

- Experience leading a therapeutic area, business unit, or country-level pharmaceutical organization.
- Demonstrated success launching innovative therapies in highly competitive markets.
- Deep understanding of healthcare systems, access dynamics, and customer engagement models.
- Experience implementing data-driven and omnichannel commercial strategies.
- Advanced English proficiency with experience operating in regional or global environments.

Success Measures

- Revenue growth and market share achievement.
- Portfolio profitability and successful product launches.
- Operational excellence and execution of strategic priorities.
- Team engagement, talent development, and succession pipeline strength.
- Customer impact and stakeholder engagement outcomes.

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
Аргентина
Сайт
Ramallo (Argentina)

Company / Legal Entity
AR01 (FCRS = AR001) Novartis Argentina S.A.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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