

# Immunology Therapeutic Area Head

Job ID  
REQ-10038423  
Jan 30, 2025  
Brazil

## Summary

- Responsible for a consistent, cross-functional brand strategy shaping and implementation, for all assets having moved from International TA. Will evolve Internationally created early brand strategies, such as the Integrated Product Strategies (IPS) into a competitive, truly cross-functional launch plan that is fit-for-purpose for core International markets and sets a foundation of launch success for Novartis Brazil.
- Leads and develops a high-performing sales and marketing team and builds effective and enduring business relationships with key customers and stakeholders.
- Be part of the Executive Team of Novartis Brasil

## About the Role

### Key responsibilities:

- Ensure One Immunology culture while defining clear priorities and resource allocation per indication and channel (public and private).
- Be ahead of change, in the ever-changing and crowded immunology market, proposing innovative approaches that may include innovative partnerships with key external stakeholders.
- Ensure an integrated and collaborative cross-functional engagement with a specific focus on Rheumatology and Derm.
- Successfully onboard and launch new assets.
- Build a strong talent pool and pipeline for the organization.
- Navigate Brazil's complex HCS changes effectively.

### Essential Requirements:

- 10+ years of pharma/healthcare experience.
- Strong Immuno leadership background.
- Deep knowledge of the Brazil healthcare system expertise and experience.
- Experience in leading large sales and marketing teams.
- Strong track record in launching and pre-launching.
- Specialty and orphan disease experience.
- Fluent in English and Portuguese.

### Desirable Requirements:

- Access and multiple Business Units expertise experiences.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our

people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: Competitive salary, annual bonus, life insurance, home office policy (home office 2x a week), retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access the Novartis Life Handbook:

<https://www.novartis.com/careers/benefits-rewards>

**Commitment to Diversity and Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Careers:

<https://www.novartis.com/careers>

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

**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>

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<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Brazil

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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