

# International Pipeline and BD&L TA CRM

Job ID  
REQ-10039440  
Feb 18, 2025  
Switzerland

## Summary

The International Pipeline and BD&L TA Lead is accountable for delivering and embedding a deep and insightful International TA perspective on all TA pipeline. The International Pipeline and BD&L TA Lead is responsible for providing a deep and insightful perspective on all TA pipeline, BD&L, and strategy assessments. As the primary contact for all pipeline and BD&L projects from the TA Head, TAL, and C&BD team, the Lead ensures transparent and informative communication with Top3 NPP teams and the broader TA community, including functional partners like Insights and V&A.

The Lead will represent the TA in key forums such as IMB, TAL, ECN, and International Leadership forums. They will collaborate with NPP Heads in Top 3 International Markets and key functional partners to shape a valuable future portfolio for top markets.

The Lead will implement the International pipeline and BD&L input framework established by the Hub, ensuring high-impact assessments at the TA level. This role requires partnership with the Hub and other TA leads to foster continuous improvement.

Additionally, the Lead will guide and challenge cross-functional teams on pipeline and BD&L assessments, ensuring continuous learning and performance elevation. They will work with the Hub Lead to address capability gaps and develop appropriate solutions.

## About the Role

### Major Accountabilities:

Accountable of delivery for all TA pipeline (pre-FDP transition) and BD&L activities through:

- Direct commercial input for select pipeline / BD&L assessments and strategy development as part of cross-functional pipeline, strategy, or BD&L assessment team(s).
- Leadership and guidance to TA cross-functional teams working on additional assessments, to pressure test and sense check recommendations, as well as problem solve or coach through challenges.
- Partnership with the Pipeline & BD&L hub to ensure that all TA activities are consistent with recommended International processes and governance, and that there is a continual dialogue on TA capacity, capabilities and challenges so that solutions can be developed.
- Partnership with NPP heads in Top3 International markets to create transparency on required TA pipeline & BD&L activities, as well as to pressure test, and synthesize Top3 market inputs prior to sharing with TAS teams or TA Head.
- Partnership with the TA Head to ensure activities are in line with TA and International priorities as

outlined by the TAL or senior International leadership.

- Strong relationship with US TA to ensure that commonalities can be maximized, and differences can be elevated for appropriate discussion.

Elevate our ability to input into pipeline and BD&L over time

- Identify capability gaps across International teams and implement targeted tactics and upskilling activities to address them.
- Partner with Hub and other TA Pipeline and BD&L leads to enable transparency and sharing of learnings that can be leveraged across International markets and assets, to drive continuous improvement and consistent input to assets and BD&L projects.

### **Essential Requirements:**

- **Expertise:**
  - Existing expertise in key disease areas in strategic focus for the TA (CRM).
  - Strong technical understanding of the asset development process, including direct experience influencing GPTs and GPHs to shape a CDP for TDP and FDP.
- **Experience:**
  - 15+ years of commercial experience in a pharmaceutical, biotech, healthcare, or consulting environment.
  - Deep experience (5+ years) in New Product Planning/pipeline strategy, leading commercial input to BD&L business case assessments, and indication or disease area strategy development.
  - Significant experience (3+ years) working with or within International Top3 market(s) on pipeline or BD&L assessments.
- **Skills:**
  - Strong cross-functional leadership, effectively working in a matrix environment.
  - Ability to establish credibility and influence across a range of diverse stakeholders.
  - Entrepreneurial and growth mindset.
  - Ability to learn quickly and adapt in a complex environment.
  - Ability to translate strategy into flawless execution and drive consistency.

### **Desirable Requirements:**

- Experience across multiple functions including Commercial, Insights & Analytics, Market Access.

### **Location:**

This role is based in Basel, Switzerland

### **Benefits:**

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### **Commitment to Diversity & Inclusion:**

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

### **Accessibility and accommodation:**

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, be-cause

of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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*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>*

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Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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