

Senior Lead, New Product Planning & Launch Excellence

Job ID

REQ-10043209

Mar 06, 2025

Japan

Summary

Serve as the senior commercial lead to maximize the value of Novartis' pipeline products (New Product Planning), while driving launch excellence and execution for near-term assets (Launch Excellence).

About the Role

Your responsibilities include, but are not limited to the following:

- Analyze market dynamics, insights, competitions, regulations, pricing and market access environment of Novartis' core therapeutic areas (Oncology, Cardiovascular-Renal-Metabolic, Immunology, Neuroscience)
- Work as a country representative in Global team settings to incorporate Japan-specific insights in Global product strategy
- Serve as the Japan point of contact (POC) for the pipeline strategy in selected core therapeutic area, co-shaping the global portfolio strategy
- While this is an individual contributor role, there is a significant matrix management responsibility as the overall lead for selected core therapeutic area
- Develop comprehensive TA portfolio strategy for Japan business in coordination with business development and R&D organizations with a strong focus on local unmet medical needs (e.g., region / country-specific indication opportunities)
- Provide strategic support and serve as the delegate of Head, New Product Planning & Launch Excellence where required
- Lead local cross-functional teams to build brand strategies and to plan and execute pre-launch activities based on a thorough understanding of local market
- Provide new product forecasts for pipeline products and in-licensing opportunities with estimated sales and investments for optimal resource allocation
- Seek endorsements from Global / Local leadership teams on development strategies, brand strategies, pre-launch activities and resource plans at certain decision points
- Support impactful pre-launch strategy development and execution to ensure successful launch

Education:

- Preferred: Graduate degree in science (PhD / MD / PharmD / Masters), MBA a plus
- Must: University level (bachelors) degree or higher in Business, Science, or other related fields

Languages:

- Japanese: Fluent
- English: Fluent

Experience / Professional Requirements:

- An experienced leader with strong New Product Planning (NPP) and/or Launch Excellence (LEX) background in one or multiple therapeutic areas including Oncology, Cardiovascular-Renal-Metabolic, Immunology
- Minimum 8+ years of experience in at least one of the following roles: Clinical Development, Portfolio Strategy, Marketing, Market Access/Pricing, Medical, Drug Development (project / portfolio management)
- Track record of managing and influencing cross-functional senior stakeholders
- Excellent leadership, networking, and communication / negotiation skills both in Japanese and English to work effectively in a highly matrixed and multicultural environment
- Goal-oriented self-starter with out-of-box thinking and entrepreneurial spirit
- Willing to act decisively in an uncertain environment, and mature under pressure
- Strong team player and willing to support and grow with the team

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <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

Strategy & Growth

Business Unit

Innovative Medicines

Location

Japan

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular
Shift Work
No
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