

TA Strategy Lead - Hematology

Job ID
REQ-10007992

Jun 26, 2024

Japan

Summary

- TA Strategy Lead is responsible to co-develop IMI TA strategy, localising global IMI strategy to grow sales and market share of assigned brand/s in Hematology Therapeutic Area in Japan

About the Role

Major accountabilities:

- Engage with international TA to provide input of local requirements & needs for pre- and post launch brands in HEM TA
- Localize strategy to Japan market and set brand priorities based on customer insights to drive TA performance
- Drive forecasting of brand performance and work with key stakeholders to estimate budgets to deliver priorities
- Optimize resource allocation within assigned brands/indications to address customer needs

- Liaise with internal key stakeholders and develop external advocates to ensure that strategy is full executed with KPIs
- Monitor that expected performance is delivered, and take corrective action if required to meet business objectives

Key performance indicators:

- TA overall sales, sales and market share in assigned brand
- Improvement in reputation in HEM community
- Efficiency gained
- Insight feedback from employees
- Ensure full compliance to all regulatory requirements

Education:

- A University level (bachelors) degree, ; Marketing, Business Administration, Science or related field
- MBA a plus

Work Experience:

- Experience working cross-functionally
- Pharmaceutical marketing experiences
- 5+ years of experience in field sales, related marketing services, brand management and/or medical activities in competitive business context
- Business planning, project management, management reporting skills

Skills:

- Strong cross-functional communication and leadership
- Experience and capable of managing global communications
- Strategic, analytical and innovative thinking
- Strong ICU-I mindset

Languages :

- Japanese: Fluent (Required)
- English: Business level (preferred)

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Division
International

Business Unit
Innovative Medicines

Location
Japan

Site
Head Office (Japan) (Pharmaceuticals)

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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