

## **Bio and Specialty Business Unit Head W/M " >**

Job ID  
328162BR  
Oct 07, 2021  
France

### **Job Description**

Our number 1 priority is to serve people, communities and patients by pioneering patient access to better healthcare. It's our purpose that drives us; that inspires us; that challenges us. And that's why we will never give up.

Your responsibilities:

The Bio and Specialty Business Unit Head is responsible for the commercial and marketing management of Hospital & Biotech products in line with the company's overall strategy and in accordance with the Group's Compliance Policy and the Charter current guidelines. He/she is responsible to anticipate the competitive, regulatory environment and go to market model evolutions to adapt the business model, organization and capabilities. His main responsibilities include, but are not limited to:

- Ensure the commercial strategy
- Define and manage the Medico-Marketing strategy
- Manage & develop Human Resources
- Build and optimise the Department's budget

### **Diversity & Inclusion / EEO**

*Novartis s'engage à créer un environnement de travail exceptionnel et inclusif, ainsi qu'une équipe diversifiée, représentative des patients et des communautés que nous servons.*

### **Minimum Requirements**

What you'll bring to the role:

- Scientific skills related to products and therapeutic areas
- Knowledge of the economic and regulatory environment of the drug industry. In depth knowledge of the pharmaceutical industry environment, the market, the health system, generic drug policies
- Deep knowledge and comfort with the hospital environment. Knowledge of the Key Opinion Leaders
- Vision/strategy: ability to project a clear vision of the future, split this vision in actionable parts and execute with drive
- Operational Excellence; Team spirit; Problem solving; Customer focus; Deontology/ethics

Desirable requirements:

- Education: (preferred) Scientific or business background with postgraduate degree in business

development/marketing (MBA type)

- Languages: Fluent in French and in English

You'll receive:

- A competitive salary
- An annual bonus
- A focus on your career development
- Access to our Quality of Life at work programme
- Flexible working
- Advanced social coverage for you and your loved ones
- 27 days of paid leave & 14 days of RTT per year
- Various employee recognition programs

Why consider Sandoz?

We are a company of firsts. 1st to develop an oral penicillin antibiotic. 1st to develop and launch biosimilars. 1st to launch an FDA-cleared digital therapeutic. And we never stop asking: how can we continue to pioneer access in an ever-more digital and global world?

The answers come when curious, courageous and collaborative people are empowered to ask new questions, make bold decisions and take smart risks.

Sandoz, a Novartis division, is a leader in generic and biosimilar medicines and a pioneer in digital therapeutics.

Imagine what you could do at Sandoz!

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

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

Division

SANDOZ

Business Unit

COMMERCIAL OPS EUROPE SZ

Location

France

Site

Ile-de-France

Company / Legal Entity

Sandoz S.A.S

Functional Area

Commercial & General Management

Job Type

Temps plein

Employment Type

Permanent

Shift Work

Non

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