

# RLT Head International

Job ID  
REQ-10022625  
Sep 16, 2024  
Switzerland

## Summary

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

## About the Role

### About the role:

The International DA RLT Head is accountable for end-to-end asset strategy in major International markets. The DA Head role will evolve the early asset strategy into a competitive, truly cross-functional brand strategy that is fit-for-purpose for IMI and sets a foundation for first indication launch success and builds for future lifecycle opportunities.

### Key responsibilities:

- Evolve the asset strategy and drive market shaping, partnership with cross-functional teams across International while incorporating the voice of top international markets
- As a core member of GPT, partner with Global Drug Development (GDD) – to provide input to shape TPP & Integrated Evidence Plan and maximize commercialization & patient access potential of the asset in key markets in international.
- Partner with top 11 International markets to adapt and operationalize the early asset strategy into a competitive, truly cross-functional roadmap for launch assets including launch sequencing, market readiness, risks and opportunities
- Lead development and maintenance of an impactful brand identity, positioning, aligning across commercial, medical requirements for global brand consistency
- Build networks & collaborative partnerships with x-units, x-functional & key markets to deliver the best asset launches
- Attract, retain & develop highly capable & diverse talents and build effective teams who consistently deliver

### Essential requirements:

- Direct Commercial leadership experience in mid/small-size market or TA leadership in large market
- High performing/ high growth brand/ market experience with understanding of key drivers in shifting

customer and patient behaviors to deliver the best asset launches

- Top International market experience preferred for enabling a better launch impact throughout pre-launch to LCM stages of an asset in markets
- Strong track record in collaborating and partnering with cross-unit, cross-functional & key markets to achieve strategic and performance targets
- Broad understanding of different Healthcare systems, key decision makers, market priorities/dynamics & competitive landscape
- Deep Solid tumors commercial experience in and above market, ideally with prostate/RLT
- International Launch experience in country (highly preferred above country and oncology medicines)

#### **Leadership Capabilities:**

- Delivering on asset launches with rigor, sense of urgency and commercial execution
- Focuses on larger, longer-term issues, and creates plans and strategies. Comfortable in navigating the matrix and people related organizational dynamics
- Establish credibility & influence across diverse stakeholders and able to navigate in an environment of shared outcomes and cross-business accountabilities. Demonstrates enterprise leadership, balance diverse stakeholders and conflicting priorities to drive results
- Creates empowered leaders to execute efficiently, through the layers of organization and across geographies. Creates systematic development across the organization to build teams with diverse perspectives and capabilities to deliver business plans
- Courage to stepping out to address complex issues. Clearly and effectively communicates with senior stakeholders (both internal & external)– to align on vision, purpose & goals. Generates trust, builds credibility and drives engagement with people and stakeholders

#### **Location:**

This role is based in Basel, Switzerland

**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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Location

Switzerland

Site

Basel (City)

Functional Area

Commercial & General Management

Employment Type

Regular

Shift Work

No

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