

# Sr. TA Strategy Lead (Renal Therapy Area)

Job ID

REQ-10018492

Aug 07, 2024

Japan

## About the Role

### Major Accountabilities

- Engage with International TA to shape future strategy and ensure Japan market voice is heard.
- Engage with International TA to input requirements for pre and post launch from Japan.
- Localize strategy to Japan market and set brand priorities to drive TA performance.
- Lead cross-functional team to shape the market and maximize brand value.
- Liaise with TA Ecosystem Leads to ensure that operational requirements are consistent with the strategy.
- Drive forecasting of Brand Performance and work with TA Ecosystem Leads to estimate cost to deliver priorities.
- Develop deep understanding of the market dynamics in the Therapeutic Area, identifying short- and long-term opportunities to enhance the brand.

### Key Performance Indicators

- Renal TA comprehensive revenue and market share/sales of key brands.
- Degree of alignment with key stakeholders on pre-launch planning and activities.

### Background

#### Education:

- A university level (bachelors) degree; Marketing, Business Administration, Clinical Research, or related field
- MBA a plus.

#### Languages:

- English: Business level mandated
- Japanese: Business level mandated

#### Experience/Professional requirement:

- Experience working cross-functionally and trans-nationally
- Pharmaceutical marketing experiences including new launches
- 5-7 years of experience in field sales, related marketing services, brand management and/or medical activities.
- Experience in rare diseases or renal diseases highly preferred
- Strong interpersonal skills
- Business planning, analysis, management reporting skills

- Internal cross functional communication and leadership

#### Competency

- Strong relationship management and natural collaborator
- Experience and capable of managing Global communications
- Strategic, analytical and creative thinking
- Agile and growth mindset

### Role Requirements

**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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Division

International

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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