

## Executive Director - Renal International (Rare Renal)

Job ID  
REQ-10066477

3月 02, 2026

Switzerland

### 摘要

We are looking for an experienced and motivated leader to join our team and support our mission to advance care for people living with rare renal conditions.

As the Executive Director, Rare Renal, you will lead the overall brand strategy for our rare renal portfolio across key International markets. You will shape the long term vision, guide strategic planning, and oversee the development and execution of integrated strategies to support successful launches and sustainable growth.

This role focuses on major markets including Germany, Japan, and China, as well as three broader Regions. You will drive the commercialization of current and future rare renal assets, including lifecycle management initiatives.

The Executive Director reports to the Renal International Disease Area Head and works closely with cross functional partners in Development, Medical Affairs, Value & Access, and Customer & Market Activation to ensure aligned and effective strategy implementation. The role also serves as a key commercial representative across multiple internal forums.

Location: Basel, Switzerland  
#LI-Hybrid

## About the Role

### Key Responsibilities:

- **International Launch Strategy:** Lead the development and implementation of the launch plan for the assigned product and indication, ensuring alignment with overall asset strategy and corporate objectives
- **Cross-Functional Leadership:** Orchestrate a global / International cross-functional team (Medical, Regulatory, Access, Commercial, Supply, etc.) to deliver seamless launch execution
- **Launch Readiness:** Assess and drive readiness across core and priority markets, identifying risks and enabling mitigation plans to ensure timely launch execution
- **Insight Integration:** Leverage market research, competitive intelligence, and stakeholder feedback to refine positioning, messaging, and tactical planning
- **International - Local Partnership:** Partner closely with regional and country team to ensure pull-through of international strategy, providing guidance and tools to support in-market success
- **Milestone Tracking & Governance:** Define and track critical launch milestones and KPIs; lead governance updates and ensure timely decision-making across key forums
- **Stakeholder Engagement:** Effectively communicate Rare Renal vision and strategic goals to senior leaders, including the International Leadership Team (ILT), Country Presidents (CP), and regional heads
- **Compliance & Excellence:** Uphold the highest standards of compliance and launch excellence throughout all activities
- **Collaborate closely with global development to develop Target Product Profile & Integrated Evidence Plan to maximize commercialization & patient access potential for rare renal portfolio indications and LCM in key markets in International**
- **Accountable for overall commercial budget and alignment with cross functional team**

### Essential requirements:

- At least 15 years of commercial experience across various functions in countries and above-country, demonstrating a broad and deep understanding of the commercial landscape
- Proven track record of successful launches, with commercial leadership experience and therapeutic area (TA) leadership in markets
- Experience with high-performing / high-growth brands or markets, with a clear understanding of key drivers that influence shifting customer and patient behaviors to ensure successful asset launches
- Proficient in translating scientific data into differentiated brand value propositions, enabling impactful launches across pre-launch through lifecycle management (LCM)
- Strong track record in collaborating and partnering with cross-unit, cross-functional, and key markets to achieve strategic and performance targets
- Recent, significant Profit and Loss (P&L) leadership experience at country level.

Desirable requirements:

- Commercial experience in renal disease area
- Launch experience in Top 11 International Countries

Location: This role is based in Basel, Switzerland.

Benefits: Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Accessibility and accommodation: Novartis is committed to working with and providing reasonable accommodation to all individuals. If, be-cause of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点

Switzerland

站点

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69c558227fcec005554345"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth <= 0) { var config = { targetId:
"kalturaplayer69c558227fcec005554345", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
```

```
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config.plugins.googleTagManager.customEventsTracking.custom = [];  
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:  
false, playlistEvents: false, castEvents: false } };
```

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof  
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var  
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other  
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {  
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {  
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {  
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===  
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }
```



**VIDEO**

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