

Head, New Product Planning & Launch Excellence

Job ID
REQ-10066673

12月 02, 2025

Japan

摘要

Lead New Product Planning & Launch Excellence for NPKK; managing 8 team members each of whom is working as a commercial lead for new products in Japan to 1) maximize the value of pipeline products (New Product Planning), and 2) drive consistent quality but an agile process to secure best in class launches of new products (i.e. Launch Excellence), 3) take steps to monitor and optimize the health of the pipeline in order for NPKK to achieve its mid-term aspirations.

About the Role

Major accountabilities:

- Work as a country representative in global team settings to incorporate Japan-specific insights into global development strategy and subsequently maximize local commercial potential
- Lead local cross-functional teams to build brand strategies and to plan and execute pre-

launch activities based on a thorough understanding of local market.

- Provide robust new product forecasts and investment proposals for optimal resource allocation for pre-launch activities.
- Seek endorsements from relevant global/local leaders on development strategies, brand strategies and pre-launch activities at major pipeline decision points.
- Ensure a successful and timely transition from New Product Planning to TA responsibility; where relevant, gaining endorsement to refine NPKK 's existing TA-based organizational structure.
- Build a strong network across other markets and with the global/regional Novartis organization to gain insights, identify synergies and leverage expertise to optimize local efforts.
- Responsible for pipeline governance/decision-making for NPKK through facilitating the Japan Pipeline Management Board (JPMB) in close collaboration with Japan Development.
- Leverage expertise across Novartis and externally to continuously enhance the analytical methodologies deployed to assess asset/opportunity value and to influence decision-making outcomes.
- Contribute to local BD&L opportunity evaluations in a time-sensitive manner within and outside of Novartis ' core TAs/DAs.
- Provide support and healthy challenge to TAs during the launch excellence process.
- Analyze market dynamics, insights, competitions, regulations, pricing and market access environment of key new products.

Job Dimensions:

- Number of associates: 8
- Financial responsibility: As a priority market, NPPLEX Head is responsible to maximize value potential from a commercial perspective of Novartis ' pipeline (i.e. responsible for 4-8% of global pipeline value).
- Impact on the organization: An important contributing leader to ensure Novartis can realize its goal to become a top 3 company in Japan by 2027 and to ensure sustainable outperformance of market growth beyond that.

Requirements:

Education (minimum/desirable): BSc in biomedical or life sciences required, Ph.D. or

MS in biomedical sciences or MD preferred; MBA is a plus.

Languages: Japanese & English (spoken and written fluency)

Experience/Professional requirement:

- Minimum 8 years of industry experience.
- Minimum 5 years of experience in at least one of the following roles: New Product Planning, Marketing, Strategy, Marketing Excellence, Market Access, Business Transformation, Medical Affairs, Drug Development, Business Development, Consulting or other related roles in the

pharmaceutical industry.

- Excellent leadership, networking and communication/negotiation skills in both English and Japanese to work effectively in a highly matrixed and multicultural environment.
- Goal-oriented self-starter with creativity in their thinking and entrepreneurial spirit.
- Able to work effectively in highly ambiguous and complex areas.

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: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit

Strategic Planning & BD&L

地点

Japan

站点

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type
Regular

Shift Work
No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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