

Direktor terapevtskih področij (m/ž/d) / Therapeutic Area Head (m/f/d)

Job ID
REQ-10067253

12月 02, 2025

Slovenia

摘要

#LI-Onsite ALI #LI-Hybrid

Lokacija / Location: Ljubljana, Slovenia

Kot Direktor terapevtskih področij boste odgovorni za vodenje, upravljanje in spodbujanje rasti terapevtskih področij, ki se osredotočajo na ključne prednostne portfelje. Nadzirali boste izvajanje načrtov pred lansiranjem, med lansiranjem in rastjo na vseh področjih (dostop, poslovna odličnost in izvajanje/medicinske/javne zadeve). Razvijali boste uspešno ekipo za ključne stranke in tržnje ter vzpostavljali trajnostne in trajne poslovne odnose s ključnimi strankami/deležniki. Zagotavljali boste tržni deleži in dobiček v okviru dogovorjenih proračunov ter spodbujali izvajanja inovativnih operativnih modelov.

Običajno ste odgovorni tudi za organizacijo za prihodkov, ki pokrivajo ključne stranke in tržnje dejavnosti, z neposredno odgovornostjo za poslovni izid in dobiček terapevtskih področij ter strateška in operativna vprašanja.

We are seeking a Therapeutic Area (TA) Head to lead, manage, and drive the growth of therapeutic areas aligned with our key priority portfolio. This role will oversee the execution of pre-launch, launch, and growth strategies across all line functions, including Access, Business Excellence, Execution, Medical, and Public Affairs.

The TA Head will build and develop a high-performing Key Accounts and Marketing team, fostering sustainable and long-term relationships with key customers and stakeholders. Responsibilities include delivering market share and profitability within agreed budgets, implementing innovative operational models, and ensuring compliance with legislation, internal policies, and best practices. This position typically leads a revenue organization covering both Key Accounts and Marketing activities, with direct responsibility for the TA 's P&L and strategic and operational decisions. Additionally, the role involves managing and developing associates to achieve business objectives.

About the Role

JOB DESCRIPTION:

Va š e klju č ne odgovornosti:

- Zagotavljati uspe š nost blagovne znamke TA z spodbujanjem rasti prioritetnega portfelja v tr ž nem dele ž u in dobi č konosnosti za doseganje ali preseganje prora č unskih ciljev.
- Lokalizirati in izvajati globalno strategijo s prevajanjem globalnih na č rtov TA v takti č no blagovno znamko in lansiranjem pobud na lokalni ravni.
- Zagotavljati nemoteno sodelovanje med oddelki za dostop, medicino, javne zadeve in druge funkcije.
- Spodbujanje rasti portfelja z upravljanjem ž ivljenjskega cikla, lansiranjem novih izdelkov, raz š iritvijo linij in strate š kimi partnerstvi.
- Izvajanje inovativnih komercialnih modelov in strategij vstopa na trg v skladu z razvijajo č imi se poslovnimi potrebami.
- Razvijati strate š ke odnose s strankami s klju č nimi strankami, zdravniki, pla č niki in KOL-ji ter hkrati zagotavljati skladnost.
- Upravljanje poslovnega izida in izgube ter uspe š nosti ekipe, spodbujanje kulture visokih rezultatov, razvoja talentov in inovativnih poslovnih strategij.
- Podpirati strate š ki razvoj portfelja, vklju č no s napovedovanjem, uvajanjem licenc in upravljanjem ž ivljenjskega cikla v sodelovanju z globalnimi/regionalnimi ekipami

Va š doprinos k delovnem mestu:

- Univerzitetna diploma iz medicine, bioscience ali poslovanja (dodatno izobra ž evanje iz medicine, biosciences ali poslovanja je prednost).
- Za ž eleno popolno strokovno znanje angle š č ine, slovenskega jezika
- 5+ let izku š enj na podro č ju prodaje in marketinga v farmacevtski industriji

- Dokazana sposobnost uspešnih lansiranj
- Moč na usmerjenost v rezultate in miselnost rasti
- Dokazane empatične vodstvene sposobnosti in izkušnje pri sprejemanju sprememb in spodbujanju inovacij

Zaželeno izkušnje

- Znanje iz nevroznanosti, imunologije in/ali kardiologije

Z izbranim kandidatom bomo sklenili delovno razmerje za nedoločen čas s poskusno dobo 6 mesecev. Prijavo oddajte z življenjepisom v slovenskem in angleškem jeziku.

Ugodnosti in nagrajevanje:

Konkurenčni plačni paket, fleksibilen načrt dela z možnostjo prilagajanja urnika in delom od doma, pokojninska shema, shema nagrajevanja in priznanja dosežkov, razširjeni program promocije zdravja na področju telesnega, duševnega in fizičnega počutja (iniciativa Polni življenja), številne priložnosti za učenje in razvoj, zaposlitev v podjetju s certifikatom Družini prijazno podjetje.

Preberite naš priročnik, da spoznate načine, s katerimi bomo spodbujali vaš osebni in profesionalni razvoj: <https://www.novartis.com/careers/benefits-rewards>

Predani smo raznolikosti in vključnosti. Novartis si prizadeva ustvariti izjemno, vključujočo delovno okolje in oblikovanje raznolikih timov, saj ti predstavljajo naša bolnike in skupnosti, ki jih oskrbujemo.

Zakaj Novartis: Pomagati bolnikom in njihovim družinam zahteva več kot le inovativno znanost. Potrebna je skupnost zavzetih ljudi, kot ste vi. V Novartisu cenimo sodelovanje, podporo in navdihovanje drug drugega za razvoj prebojnih terapij, ki spreminjajo življenja pacientov. Ste pripravljeni ustvariti svetlejšo prihodnost skupaj z nami?

<https://www.novartis.com/about/strategy/people-and-culture>

Pridružite se Novartisu. Ni pravo delovno mesto za vas? Prijavite se v našo bazo talentov, da ostanete v kontaktu z nami in se seznanite z ustreznimi kariernimi priložnostmi takoj, ko se pojavijo:

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

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Key Responsibilities:

- Deliver TA brand performance by driving growth of the priority portfolio in market share and profitability to meet or exceed budget targets.
- Localize and execute global strategy by translating global TA plans into tactical brand and launch initiatives at the local level.
- Lead cross-functional execution of prioritized tactics, ensuring seamless collaboration across Access, Medical, Public Affairs, and other functions.
- Drive portfolio growth through lifecycle management, new product launches, line extensions, and strategic partnerships.
- Implement innovative commercial models and go-to-market strategies in alignment with evolving business needs.
- Develop strategic customer relationships with key accounts, physicians, payors, and KOLs while ensuring compliance.
- Manage P&L and team performance, fostering a high-performing culture, talent development, and innovative commercial strategies.
- Support strategic portfolio development including forecasting, in-licensing, and lifecycle management in collaboration with global/regional teams.

Essential Requirements:

- University degree in medicine, bioscience, or business (further education in medicine, bioscience, or business is an advantage).
- Full professional proficiency in English, Slovenian language desirable
- 5+ years' experience in sales and marketing roles in the pharmaceutical industry
- Proven ability to drive successful launches
- Strong results orientation and growth mindset
- Demonstrated empathetic leadership skills and experience embracing change and driving innovation

Desirable Requirements:

- Knowledge in Neuro, Immunology and/or Cardio

We offer permanent employment with 6 months of probation period. Submit your application with the CV in Slovenian and English language.

Benefits and Rewards:

Competitive salary, Annual bonus, Flexible working schedule, tailored to your needs, possibility to work from home, Pension scheme, Employee Recognition Scheme, Expanded program for the promotion of health in the field of physical, mental and social well-being (Well-being), Unlimited learning and development opportunities, employment at Family Friendly Enterprise.

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

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

Slovenia

站点

Ljubljana

Company / Legal Entity

SIA0 (FCRS = CH024) Novartis Pharma Services

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("kalturaplayer69819c965070b765481203"); 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 < originalWidthValue) {
var config = { targetId:
"kalturaplayer69819c965070b765481203", 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 = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };
```

```
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: "1dgfvmafo"}); 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

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 individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversity.inclusionslo@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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4. <https://www.novartis.com/about/strategy/people-and-culture>
5. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
6. <mailto:diversity.inclusionslo@novartis.com>
7. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ljubljana/Direktor-terapevtskih-podroij--m--d---Therapeutic-Area-Head--m-f-d-REQ-10067253-1>
8. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ljubljana/Direktor-terapevtskih-podroij--m--d---Therapeutic-Area-Head--m-f-d-REQ-10067253-1>