Sales Value Manager, Oncology

Job ID
REQ-10072887

3   03, 2026

Mexico

#LI-Hybrid

Location: Mexico City, Mexico

Be the leader who helps bring a new category of precision oncology care to patients across Mexico—building access to radioligand therapy for advanced prostate cancer and shaping how this innovative approach is adopted from day one. In this pioneering role, you will define the commercial playbook, develop the market, and lead a high-performing team to deliver customer-centric, account-based strategies. You'll collaborate closely with cross-functional partners across access, medical, marketing, and patient support to remove barriers, establish referral pathways, and create stakeholder alignment—positioning Novartis as a trusted partner for hospital systems, nuclear medicine teams, urology specialists, and centers of excellence.

About the Role

Key Responsibilities

- Lead launch strategy for radioligand therapy in Mexico and build long-term portfolio momentum.
- Create access pathways and referral networks with stakeholders to establish this new therapeutic category.
- Recruit, coach, and develop a high-performing Sales Value Associate team for account-based engagement.
- Translate brand strategy into territory plans with clear objectives and performance measures.
- Use data and analytics to monitor results and adapt plans quickly.
- Collaborate with cross-functional partners to remove barriers to adoption.
- Build senior relationships and lead value-based education across hospital and specialist stakeholders.

Essential Requirements

- Bachelor's degree or higher.
- Demonstrated experience leading and developing high-performing teams.
- Experience in pharmaceutical or healthcare environments, ideally specialty or hospital settings.
- Proven success in launches, market development, and complex stakeholder engagement.
- Experience navigating high-cost therapies and patient access pathways.
- Data-driven approach with experience using customer relationship management tools.

Desirable Requirements

- Experience in prostate cancer or specialty care environments.
- Experience shaping access strategy and partnering with cross-functional teams.

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)

International

Business Unit
Marketing

Mexico

INSURGENTES

Company /Legal Entity
MX06 (FCRS = MX006) Novartis Farmacé utica S.A. de C.V.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69c4b5663c603846564446"); 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   var config = { targetId:
"kalturaplayer69c4b5663c603846564446", 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 work with and provide 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 tas.mexico@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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