

Sales & Marketing Head Hematology

Job ID
REQ-10080128
Июн. 05, 2026
Мексика

Сводка

The Sales & Marketing Head – Hematology is a pivotal leadership role responsible for shaping and delivering a high-impact, integrated commercial strategy across the Hematology portfolio in Mexico. This leader translates global and international brand strategies into locally competitive, patient-centric execution, ensuring successful launches, sustained growth, and market leadership. Acting at the intersection of strategy and execution, this role drives end-to-end commercial performance and builds a strong ecosystem of partnerships to maximize impact for patients and the business.

About the Role

Key Responsibilities

- Define and execute short- and long-term commercial strategies aligned with global and regional priorities.
- Translate global Integrated Product Strategies (IPS) into locally differentiated launch and growth plans.
- Lead cross-functional teams to deliver integrated strategies maximizing brand performance.
- Drive best-in-class launch readiness and execution across the Hematology portfolio.
- Ensure full alignment with Medical, Access, CE&E and MAP teams for impactful customer engagement.
- Own full P&L accountability, delivering sales, market share and profitability.
- Lead, inspire and develop a high-performing Sales & Marketing organization.
- Build strong external stakeholder partnerships across the healthcare ecosystem.
- Ensure compliance with ethics, risk and governance standards.

Key Performance Indicators

- Sales and market share growth vs plan
- Portfolio profitability and P&L delivery
- Successful launch execution
- Customer engagement impact
- Talent development and organizational health

Experience & Qualifications

- Proven leadership experience with P&L accountability
- Strong track record in commercial strategy and launches
- Experience leading cross-functional teams
- Deep understanding of healthcare systems
- Strong stakeholder influence skills

Core Capabilities

- Strategic thinking and business acumen
- Customer-centric mindset
- Commercial excellence
- Stakeholder engagement
- Talent leadership
- Agility and innovation mindset

Languages:

- English

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Marketing
Место
Мексика

Сайт
INSURGENTES
Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

Accessibility and accommodation

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