

TA Head, Oncology

Job ID
REQ-10088445
Окт. 06, 2026
Панама

Сводка

#LI-Hybrid
Location: Panama City, Panama

As TA Head Oncology, you will shape a compelling local therapeutic area vision by translating global strategy into country priorities and mobilizing cross-functional partners across Commercial, Medical and Value & Access. You will lead launch planning and execution, accelerate the performance of priority and in-market brands, strengthen customer engagement through deep disease-area insight, and represent the organization with key external stakeholders. You will also build an empowered, diverse and high-performing team capable of delivering sustainable growth and transformation.

About the Role

Key responsibilities

- Create and execute a compelling local Oncology strategy aligned with the global therapeutic area direction and informed by market, customer, patient and competitive insights.
- Mobilize and align cross-functional teams, including Commercial, Medical and Value & Access, around a shared vision, priorities and measurable outcomes.
- Lead best-in-class launch planning and execution to maximize the potential of strategic Oncology brands in the country.
- Own commercial performance for priority brands, delivering sales, growth, revenue and broader business objectives across the portfolio.
- Maximize in-market brand performance by activating fit-for-purpose customer engagement models and outcome-oriented digital and non-digital channels.
- Build trusted, long-term partnerships with relevant external stakeholders, including government bodies, payers, patient organizations and other institutions, while representing Novartis externally.
- Anticipate market dynamics, access and reimbursement challenges, and translate them into differentiated therapeutic area strategies and effective business decisions.
- Lead business and organizational transformation, navigating matrix complexity, shared accountabilities and competing priorities to deliver collective impact.
- Attract, retain, engage and develop diverse talent, building empowered leaders and high-performing teams that consistently deliver growth and change.
- Communicate clearly and credibly with senior internal and external stakeholders to align on vision, purpose, goals and execution priorities.

Essential Requirements

- Relevant university degree; substantial senior commercial leadership experience, including direct leadership of large teams.
- Demonstrated P&L management success, with delivery of top- and bottom-line targets in a large or mid-sized market.
- Proven track record in defining and implementing launch strategy for a specialty brand in the healthcare industry.
- Strong business acumen and the ability to anticipate external market dynamics and translate insights into successful therapeutic area strategy.
- Proven ability to build long-term partnerships with external stakeholders and create shared value; experience addressing access or reimbursement challenges.
- Demonstrated customer centricity, including delivery of targeted, outcome-oriented engagement initiatives based on deep disease-area insights.
- Experience leading business or organizational transformation and navigating complex matrix environments with shared cross-business accountabilities.
- Fluent in English.

Desirable Requirements:

- International experience in at least one market outside the home country; Oncology or closely related disease-area.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
General Management
Место
Панама
Сайт

Panama
Company / Legal Entity
PA13 (FCRS = PA013) Novartis Panama, S.A.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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