

Disease Area Lead Immunology

Job ID

REQ-10083500

Aug 25, 2026

LOC_CH

About the Role

#LI-Hybrid

Location: Basel, Switzerland

Relocation Supported.

At Novartis, our purpose is to reimagine medicine to improve and extend people's lives. As Disease Area Lead, Immunology, you will play a pivotal role in shaping the commercial success of our Immunology portfolio across Europe.

This highly visible regional leadership role sits at the intersection of strategy and execution, ensuring that global priorities are translated into impactful country-level actions. You will partner closely with country commercial teams, Medical, Value & Access, and other cross-functional stakeholders to drive performance, enhance launch excellence, and build capabilities across the region.

This is an exciting opportunity to help deliver innovative therapies to patients living with immune-mediated diseases while influencing the future growth of one of Novartis' most strategic therapeutic areas.

Key Responsibilities

- Lead the execution of the Immunology disease area strategy across Europe, ensuring strong alignment between international direction and local implementation.
- Drive regional performance through market insight analysis, identification of growth opportunities, and implementation of high-impact actions across priority markets.
- Ensure consistent pull-through of brand strategies into country business plans, maximizing focus, execution excellence, and measurable outcomes.
- Partner with country teams to optimize portfolio performance while preparing markets for future growth opportunities and innovations.
- Lead launch readiness planning and execution, ensuring successful delivery of pre-launch and post-launch milestones.
- Drive commercial excellence through data-driven decision making, customer engagement optimization, segmentation, targeting, and omnichannel effectiveness.
- Collaborate closely with Medical, Value & Access, Regulatory, and Execution Excellence functions to deliver integrated business outcomes.
- Share best practices and build capabilities across markets, fostering a high-performance culture and strengthening Immunology expertise throughout the region.
- Influence and align stakeholders across a complex matrix organization while driving accountability for execution and results.
- Monitor competitive dynamics and healthcare market trends to inform strategic decisions and strengthen market preparedness.

Essential Requirements

- Bachelor's degree in Life Sciences, Business, Marketing, or a related field.
- Significant experience in the pharmaceutical industry with a strong commercial background.
- Proven leadership experience at country level, such as Therapeutic Area Head, Marketing & Sales Head, Commercial

Portfolio Lead, or equivalent commercial leadership role.

- Strong track record of developing and executing brand strategies that deliver measurable business impact.
- Experience leading or supporting product launches and lifecycle management within complex healthcare environments.
- Demonstrated ability to interpret market, performance, customer, and financial data to drive strategic decisions.
- Strong cross-functional collaboration skills, particularly with Medical, Market Access, Regulatory, and Commercial Excellence teams.
- Excellent stakeholder management, communication, and influencing skills, including the ability to lead through influence across matrix organizations.
- Experience working in regional and/or international environments with multiple stakeholders and competing priorities.
- Fluent English communication skills.

Desirable Requirements

- Experience working across multiple European markets with a strong understanding of regional healthcare systems and market dynamics.
- Prior Immunology commercial leadership experience, including responsibility for biologics and/or specialty care portfolios.
- Experience driving launch excellence in innovative specialty medicines.
- Advanced understanding of customer engagement, omnichannel strategy, and commercial analytics.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 154,700.00 - 287,300.00 CHF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

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 **245** does 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>

Role Requirements

Primary location salary range

CHF154,700.00 - CHF287,300.00

Division

DIV_IM

Business Unit

Marketing

Location

LOC_CH

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

FCT_CM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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