NOVARTIS

# Therapy Area Head

Job ID
REQ-10088665
Sep 30, 2026
LOC_AU

**About the Role**

## Key Responsibilities

- Lead the therapy area strategy, portfolio performance and growth agenda across ANZ, delivering sales, market share, profitability and budget targets.
- Develop and oversee short- and long-term commercial, marketing and sales plans aligned with regional and global strategy.
- Drive launch excellence, lifecycle management, product growth, line extensions and new product introductions.
- Monitor market trends, customer insights, sales performance and competitive dynamics, using data-driven insights to inform decisions and actions.
- Partner with Medical Affairs, Value & Access, Customer & Market Activation, regional teams and launch teams to ensure aligned strategy and execution.
- Build effective and enduring relationships with key customers and stakeholders, including healthcare professionals, key accounts, KOLs and payors, in line with compliance requirements.
- Lead, coach and develop a high-performing sales and marketing team, strengthening capability, succession planning and talent pipelines.
- Enhance sales force effectiveness, digital and customer-led solutions, and operational excellence in an evolving healthcare environment.
- Ensure full alignment with Ethics, Risk and Compliance policies, including reporting of technical complaints, adverse events and special case scenarios within required timeframes.
- We are looking for a leader who can deliver outstanding performance while building trust, developing people and leading with integrity.

## What You'll Bring:

The successful candidate will bring proven senior commercial leadership experience in pharmaceuticals, biotechnology or healthcare, with a strong record of delivering growth and leading high-performing teams. You will have experience in brand strategy, launch execution, portfolio management and cross-functional leadership, combined with strong stakeholder management and a deep understanding of customer and market dynamics.

You will be an authentic, values-led leader who demonstrates integrity, collaboration, inclusion and accountability. You will be comfortable operating as a valued member of the country leadership team, navigating complexity across the healthcare landscape, challenging conventional thinking, and inspiring teams to deliver strong performance while building a positive and sustainable culture.

## Why Novartis:

At Novartis, our purpose is to reimagine medicine to improve and extend people’s lives. This is an opportunity to take on a highly visible leadership role, shape the future of a key therapy area, and make a meaningful impact for patients, customers and the business across ANZ.

### Role Requirements

Division
DIV_IM
Business Unit
General Management
Location
LOC_AU
Site
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Functional Area
FCT_CM
Job Type
Full time
Employment Type
Regular
Shift Work
No
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### Therapy Area Head

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