

# Business Excellence & Execution IM Head, Mexico

Job ID

REQ-10025427

Oct 21, 2024

Mexico

## About the Role

Major accountabilities:

- Leading the Novartis Leadership team transformational agenda
- Working together with customer facing teams and continuously challenge business models and status quo to always be pioneers that respond/anticipate to current and future customer and market needs
- By planning, incubating and embedding strategic innovation capabilities into Novartis operations
- Guaranteeing the execution of transformational initiatives based on deep understanding of customers/marketplace, key dynamics, policies and innovation happening within and beyond the pharma industry
- Delivering contribution targets of the IBBI portfolio through innovative, efficient and scalable engagement and commercial models.
- Championing and gatekeeping, in permanent collaboration with Therapeutics areas, Access & Medical heads, the strategic implementation of our customer centric strategy. Leading and progressing (by example) the agile ways of working transformation towards a seamless & unsoiled value creation for customers
- accelerating the transformation of our business model through new and innovative ways of engaging and delivering value to all relevant customers across our healthcare ecosystems
- Consolidate the integration and adoption of NVS digital engagement ecosystem
- Embedding data-based decision making into all strategic decisions
- Develop capabilities and build frameworks that strengthen NVS value proposition as healthcare ecosystem partners.
- Build strong and empathic collaborations with colleagues at local and regional level  
Consolidate BE&E as the innovation capabilities in-bound / out bound powerhouse

Key performance indicators:

- Financial & business results: Revenue, Management Result, Personnel Costs -High quality and timely implementation of key Sales Force Effectiveness/Marketing initiatives in alignment with local requirements.

Minimum Requirements:

Work Experience:

- Positive record of performance and behaviors
- Demonstrated success record in managing healthcare business units (marketing & sales)
- Demonstrated track record of delivering business value through nontraditional strategies in healthcare industries

- Evidence of leading strategic initiatives through cross organizational collaboration (beyond her/his own area and with peers and non-peers)
- >3 yrs proven record of DIRECT healthcare ecosystem stakeholder management and direct engagement (including HCPs and Payors within public and private sectors)
- Demonstrated senior team leadership and talent development skills (evidence of high-performance teams and record of talent promotions)
- Proven results (success cases) in developing and implementing (leading and/or direct collaboration) multichannel (including, but not limited to, digital channels) customer engagement marketing strategies (preferably in healthcare)
- Desired: - - >2 yrs experience working in agile organizations and/or leading teams through agile ways of working (e.g scrum)

#### Skills:

- Agility.
- Brand Awareness.
- Cross-Functional Collaboration.
- Customer Engagement.
- Customer Experience.
- Customer Insights.
- Data Analytics.
- Digital Marketing.
- Go-To-Market Strategy.
- Influencing Skills.
- Inspirational Leadership.
- Marketing Strategy.
- People Management.
- Product Positioning.
- Product Roadmap.
- Sales.
- Stakeholder Engagement.
- Stakeholder Management.
- Strategic Marketing.

#### Languages :

- English.

## Role Requirements

**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>

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<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and

professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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