

# Business Excellence & Execution Director, Finland

Job ID

REQ-10028985

Nov 15, 2024

Finland

## About the Role

Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Lead a diverse team of functions including business coordination, essential medicines, learning and capabilities and digital operations, and represent the Data, Insights and Analytics team and the Digital Marketing cross-Nordic Initiatives in the local leadership discussions, in partnership with the local team members reporting in matrix.
- Ensure executional projects have clear objectives and business outcomes by suggesting improvements and process implementation to streamline and simplify, looking at the full picture from a holistic point of view, and connecting the dots across functions and the organization.
- Drive the success of the new customer engagement model across the organization, by driving processes, providing input to KPI alignment across departments and taking a central role in rolling out new initiatives in the country, finding efficiencies and role modeling innovative approaches, as well as new ways of working.
- In alignment with International, Region and Nordics BE&E, own processes, operations and implementation of business execution aspects (including but not limited to: 1IP, change management initiatives, development and upskilling). Closely partner with Country Manager, local leaders and business cross-functional teams (commercial, medical, access), to find business efficiencies, optimization and standardization for quicker pull-through and execution built to scale.
- Seek Nordic alignments and synergies together with BE&E peers to operationalize organizational improvements, while ensuring respect of local requirements and internal policies (topics include but not limited to: FF KPIs, procurement, financial, legal, compliance, regulatory). Contribute to cross-Nordic team initiatives and shared objectives to accelerate the growth for priority brands. Entrepreneurial approach to portfolio management to optimize ROI across a diverse range of brands through shared services and flexible budgeting according to prioritized outcomes.
- Leveraging targeted strategies and innovative, cost-effective GTM models to efficiently commercialize non-priority diverse set of brands. Use digital engagement channels, innovative access models & cross-portfolio reimbursement deals / discounts to optimize value across the lifecycle, including Business-to-business selling, account management and contracting focus, “non-personal promotion” to HCPs.
- Accountable for the P&L of Essential Medicines portfolio locally, including leading team members responsible for execution of marketing & promotional strategies, goals, and operational plans to manage product lifecycle. Inspire and role model excellence-oriented, results & growth driven and customer-focused culture, fostering innovation, and building best-in-class teams that fully exploit all market opportunities.
- Drive top-level talent acquisition, succession planning and development mindset within the organization and rigorously role model and foster unbossed, inspired & culture locally.

## Essential Requirements:

- Education: Bachelor's in relevant field. (MBA, or other advanced degrees as advantage)
- Prior leadership experience in matrix organization.
- At least 7 years of commercial experience in the healthcare industry.
- At least 2 years experience in team leadership.
- Stakeholder management, with and without authority, Collaboration, Agility and Business Acumen.
- Local country understanding of Pharma marketplace.
- Solid track record driving sales & growth to exceed targets through innovative sales approached, digital strategies and proven marketing management skills.
- Proficient English, both written and spoken

## Desirable Requirements:

- Finnish Language.
- In-depth understanding of data and digital trends & solutions.

## 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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Division

International

Business Unit

Innovative Medicines

Location

Finland

Site

Espoo

Company / Legal Entity

FI02 (FCRS = FI002) Novartis Finland Oy

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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