

# Director HSPD Asset Lead and Expert

Job ID  
REQ-10010775  
Sep 03, 2024  
Switzerland

## Summary

Director Healthcare Systems & Partnerships / Precision Diagnostics (HSPD) Asset Lead and Expert will be responsible for identifying and executing innovative commercial partnerships and precision diagnostic solutions to support the launch of priority asset(s) across key international markets.

## About the Role

This role will take end-to-end leadership for HSPD on an asset(s) across the life-cycle phases for which International is accountable. They will collaborate with the cross-functional asset(s) team and international markets to identify and implement market-shaping activities that require intervention. This could be focused on the co-creation and implementation of precision diagnostics strategies and tactics or on the development of strategic commercial partnerships. The goal is to improve awareness of treatment gaps and establish Novartis as a leader in the relevant disease area.

In addition, this role will influence across the RDC continuum: Biomedical Research, Development, Strategy and Growth, Value & Access and Medical Affairs through the International TAs to facilitate the operationalization of the strategy and the execution of HSPD tactics for an asset.

## Your responsibilities:

Your responsibilities include, but are not limited to:

### Asset-specific HSPD delivery:

- Partner with specific asset(s) teams to develop and deliver relevant, impactful HSPD strategies, demonstrating the knowledge and expertise across the HSPD team and broader community, as needed
- Business agility – capable and willing to move between assets, disease areas and TAs to demonstrate their capabilities and expertise in line with evolving portfolio needs and priorities
- Develop and maintain external relationships with key partners across the relevant ecosystems

### Healthcare System Partnerships:

- Collaborate with Asset Leaders to ensure development and implementation of effective and innovative commercial strategies and programs.
- Architect new commercial models in alignment with the asset strategy, in priority markets.
- Architect new engagement approaches and frameworks in partnership with Medical Affairs, Access and Regions/ Countries to engage with patients, HCPs and health systems in a more detailed and balanced manner and to shape healthcare policy and budget prioritization for the asset.
- Design and implement key experiments and pilot new models to assemble insights on efficiency, takeaways

and overall impact on the asset.

- Understand the dynamics of the field force and key account managers in key markets and how to best increase product access and commercial potential of HSPD tactics.
- Use evidence and insights and a customer-centric approach to understand what health systems need to serve their population today and fiscal modeling to shape policy and funding availability for drugs to help health systems serve the needs of populations tomorrow, aligned to the asset and top markets needs

#### **Precision Diagnostics:**

- Drive awareness, adoption, availability and access to testing and shape precision diagnostic ecosystem for the asset.
- Accountable for an asset(s) to develop end-to-end International commercial, diagnostic disease and brand testing strategy and tactics, through the development, approval and delivery of diagnostics to drive optimal testing practice and ensure patients can benefit from biomarker-driven therapies
- Build Precision Diagnostics Launch capabilities to ensure diagnostic launch readiness for the asset, in defined priority markets in partnership with local region and/or country teams, in collaboration through the International TA and Launch excellence teams
- Informing early commercial drug development diagnostic strategy and technology selection for patient stratification in clinical trials including inputs to DxTPP

<http://#video#https://www.youtube.com/watch?v=ggbnzRY9z8w{#400,300#}#/video#>

#### **Key Requirements:**

- 8-10+ years pharmaceutical commercial experience successfully driving growth of products/brands through innovative commercial partnerships
- Master's Degree or equivalent experience Life Sciences (PhD, MD, PharmD), desirable MBA or RPh
- Prior experience with drug / diagnostic product development & commercialization, including driving drug / diagnostics launches and understanding of BD&L for Diagnostics in Biotech and/or Pharmaceuticals.
- Proven experience in systems partnering, combining pragmatic understanding of healthcare business models with clinical reimbursement and access criteria – ability to strategize and execute within, as well as beyond, the system
- A strong track record in developing new commercial models in healthcare and approaches towards accelerating patient/customer adoption and up-take
- Proven experience in systems thinking, combining pragmatic understanding of healthcare business models with clinical re-imburement and access criteria – ability to think within, as well as beyond, the system
- Substantial experience with commercializing novel biomarkers and executing drug / diagnostics launches. Understanding of BD&L for Diagnostics in Biotech and/or Pharmaceuticals.
- Prior experience with drug / diagnostic product development & commercialization, including executing drug / diagnostics launches

#### **Desirable requirements:**

- Prior experience and success in developing relationships and partnering with Healthcare system / Diagnostic stakeholders and key influencers
- Experience working and leading in agile team format.

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.

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*Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

This role is based in London, UK or Barcelona, Spain. Novartis is unable to offer relocation support for this role: please only apply if these locations are accessible for you.

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Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

London (The Westworks)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Alternative Location 1

Barcelona Gran Vía, Spain

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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