

# Director Mature Brands, Established Medicines

Job ID  
REQ-10031394  
Nov 27, 2024  
India

## Summary

Bringing life-changing medicines to millions of people, Novartis sits at the intersection of cutting-edge medical science and innovative digital technology. As a global company, the resources and opportunities for growth and development are plentiful including global and local cross functional careers, a diverse learning suite of thousands of programs & an in-house marketplace for rotations & project work. With a strong medicines pipeline our current transformation will not just deliver growth for our business but continue to allow us to bring innovative medicines to patients quickly.

## About the Role

### Director Mature Brands, Established Medicines

**Location – Hyderabad #LI Hybrid**

#### Key Responsibilities:

- Function as a point of contact for all topics related to the US Mature Brands portfolio and ensure all other relevant functions are involved, as determined by the given situation.
- Execute late life cycle management (LCM) plans pre and post loss of exclusivity (LOE) for mature brands.
- Ensure the TBD and US Established Medicines team and broader US leadership is always aware of major product opportunities and challenges.
- Work with Finance and IDS functions to track portfolio performance and identify risks, keeping the US Established Medicines team up to date on the "performance narrative."
- Track and advise on risks & opportunities with relevant US functions (e.g. supply challenges, regulatory risks, reputational risks, opportunities to prune products or simplify manufacturing, etc.)
- Act as a key point of contact on relevant BD&L initiatives (e.g. divestments, out-licensing) Work closely and engage with Legal, Compliance, Marketing and NPS teams to ensure tactics are aligned and implemented in an expeditious and compliant manner.
- Master the NVS Material Approval Process, including FUSE platform, compliance with pharma/FDA marketing policies, and vendor payment systems.
- Oversee development of critical market research and manage vendor RFP process and ensuring contracting compliance.
- Support the US Established Medicines team in budget development and management for Mature Brands. Manages a Mature Brands Manager, effectively delegating work, monitoring performance and providing coaching and development.

#### Commitment to Diversity & Inclusion: :

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

### **Essential Requirements:**

- Minimum of 12 years of pharmaceutical experience in areas including: Strategy / General Management / Portfolio Management, Marketing, Market Access / Patient Services Insights / Analytics / Forecasting / Decision Support
- Demonstrated success in the areas of commercial pharmaceuticals and a track record of strong execution, handling complex analysis, and results
- Experience analyzing complex situations and processes and effectively integrating and synthesizing the data to form a complete cohesive picture
- Strong interpersonal, communication, influencing and analytical skills combined with a proven ability to successfully collaborate across a matrix organization
- Demonstrated ability to synthesize information to develop recommendations, and ability to persuade / influence organization pursuit of recommended path
- Ability to drive multiple projects and consistently meet deadlines

### **Desirable Requirements:**

- Thorough understanding, knowledge of and experience with US healthcare dynamics and the drivers of pharmaceutical value
- Experience managing products / portfolios that are not actively promoted / in late life cycle

**Why Novartis:** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

**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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <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>

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Business Unit  
CTS  
Location  
India  
Site  
Hyderabad (Office)  
Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited  
Functional Area  
Marketing  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
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## **Accessibility and accommodation**

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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