

RLT Healthcare System Sr. Strategy Lead

Job ID
REQ-10053332
Jun 22, 2025
Japan

Summary

The RLT Healthcare System (HCS) Sr. Strategic Lead assumes responsibility for building and implementing the strategy for the readiness of the RLT Healthcare system. Key initiatives include establishing a robust imaging infrastructure, amplifying treatment capacity via streamlined patient referral network, shaping RLT policies, and strategizing partnerships. The goal is to create an advanced and forward-looking RLT treatment system that effectively supports patients who can benefit from this innovative treatment platform including marketing strategy of diagnostic facilities. The HCS Sr. Strategy Lead collaborates closely with all product marketing strategy team to develop a comprehensive plan for RLT Healthcare System readiness and work with related field execution team e.g. HCS field specialists, sales reps, medical science liaisons and field access team, to ensure building the necessary infrastructure at the account level.

About the Role

Major Accountabilities:

A.) Build the RLT HCS strategy to develop imaging and treatment capacity and optimized network system for the RLT portfolio

- Develop a strategic healthcare readiness strategy that aligns with the Development Unit, Operations, Policy Affairs, and Value & Access. This strategy aims to ensure the robust operation of the RLT business.
- Establish the Imaging Strategy in line with the RLT product strategy team to guide the marketing/ distribution plan for Ga Generator and develop the holistic Imaging strategy to cover the potential hospitals. This plan will establish the necessary infrastructure to support both current and future portfolios of RLT.
- Establish a comprehensive RLT treatment capability and patient referral network building plan for Lutathera and the launch of Pluvicto. This plan will also lay the foundation for the successful introduction of future portfolios in the field of radiopharmaceuticals and life technologies.
- Incorporate the expert insights from medical associations and key opinion leaders into the strategy with foreseeing impact.

B.) Ensure the successful implementation of the HCS strategy in collaboration with the field execution team, including the development of tailored account management approaches

- Ensure RLT readiness building at the account level, leading the discussion with the HCS field group managers, sales managers, medical field managers and field access managers to establish treatment centers that cater to the unmet needs of patients.
- Elaborate the comprehensive HCS strategy to business partners and ensure full understanding for their RLT

account plan, aiming to optimize field operations.

C.) Orchestrate the strategy for RLT policy shaping with related functions to strengthen the healthcare infrastructure in radiopharmaceutical

- Lead the discussion of the RLT policy shaping strategy from Solid Tumor TA with functions (Policy Affairs, Value & Access, Medical Affairs, Developments, Business Development) and international HCS team to increase the treatment capacity national wide and in the account level
- Optimize the treatment flow with to shorten the current restriction in the duration of the hospitalization with supporting evidence to unlock the potential of the whole healthcare system
- Lead the partnership internally and externally to improve the efficiency of RLT ecosystem in Japan.

Key Performance Indicators :

- · Robust strategy in the RLT healthcare system building · Build an efficient imaging system (Ga generator & imaging referral network) for Pluvicto launch · Treatment center readiness for Pluvicto launch and the capture growth of Lutathera · Policy shaping to make the RLT treatment ecosystem more efficient (e.g. radiation waste management, hospital stay, etc.)

Background:

Education

- A University level (bachelors) degree; Marketing, Business Administration or Science
- MBA a plus

Languages

- English: Business level mandated
- Japanese: Business level mandated

Experience / Professional requirement

- · 5+ years working experience in a healthcare and a strategic/marketing role related business setting with significant international exposure in key markets (US, Germany, China, Japan); RLT, Nuclear Medicine, Radiology, Oncology experience will be a plus · High degree of strategic thinking, including the ability to identify underlying root causes. · Proven ability to rally diverse stakeholders behind a common purpose.

Competency

- · New ways of working: ability to tolerate ambiguity while seeking to make an active contribution towards establishing new models of collaboration · Ability to lead and show up as highly collaborative team player · Strong external and internal thought leadership, communication representation and negotiation skills · Agile mindset & quick learner

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Division

International

Business Unit

Universal Hierarchy Node

Location

Japan

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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