

Specialty TA Head

Job ID
REQ-10057054
Jul 03, 2025
Argentina

Summary

LI-Hybrid

Location: Buenos Aires, Argentina

Relocation Support: This role is based in Buenos Aires, Argentina. Novartis is unable to offer relocation support: please only apply if accessible.

At Novartis Argentina, we're reimagining medicine—and we need bold leaders to help shape the future. As the Specialty TA Head, you'll play a pivotal role in driving innovation and performance across our Neuroscience, Gene Therapy, and Immunology portfolios. Reporting directly to the Country President, you'll lead strategic direction, champion cross-functional collaboration, and ensure successful product launches that improve patient outcomes. This is your opportunity to influence the healthcare landscape, empower teams, and make a lasting impact on lives across Argentina.

About the Role

Key Responsibilities

- Lead and develop TA portfolio performance, ensuring sales and profitability within budget.
- Deliver TA sales, market share, and profitability targets while driving sustainable business growth.
- Define and implement strategic plans aligned with global and regional objectives.
- Foster innovation to differentiate Novartis in Neuroscience, Gene Therapy, and Immunology markets.
- Identify ecosystem trends and adjust strategies to address opportunities and challenges.
- Integrate agile methodologies and forward-thinking solutions to enhance patient impact.
- Guide cross-functional teams to ensure successful execution and continuous learning.
- Maximize asset value through excellence in life cycle management and execution.
- Build strong relationships with key stakeholders and the digital health ecosystem.
- Ensure compliance with regulations while upholding high ethical standards.

Essential Requirements

- Bachelor's degree in Medicine, Pharmacy, Life Sciences, Economics, Engineering, or Marketing.
- Over 12 years of experience in the pharmaceutical industry with a strong commercial track record.
- Proven success in leading product launches and pre-launch strategies across therapeutic areas.
- Deep understanding of the Argentine healthcare system and regulatory environment.
- Strong leadership skills with the ability to inspire and manage multidisciplinary teams.
- Fluent in both Spanish and English, with excellent communication and collaboration skills.
- Demonstrated ability to lead complex projects and cross-functional planning initiatives.
- High digital fluency and experience with omnichannel strategies and data-driven decision-making.

Desirable Requirements

- Experience engaging with external innovation ecosystems and co-developing sustainable value models.
- Willingness to relocate internationally to accelerate career growth within Novartis.

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

Universal Hierarchy Node

Location

Argentina

Site

Ramallo (Argentina)

Company / Legal Entity

AR01 (FCRS = AR001) Novartis Argentina S.A.

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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