

# International Pipeline and BD&L TA CRM

Job ID  
REQ-10039440  
Feb 18, 2025  
Schweiz

## Summary

The International Pipeline and BD&L TA Lead is accountable for delivering and embedding a deep and insightful International TA perspective on all TA pipeline. The International Pipeline and BD&L TA Lead is responsible for providing a deep and insightful perspective on all TA pipeline, BD&L, and strategy assessments. As the primary contact for all pipeline and BD&L projects from the TA Head, TAL, and C&BD team, the Lead ensures transparent and informative communication with Top3 NPP teams and the broader TA community, including functional partners like Insights and V&A.

The Lead will represent the TA in key forums such as IMB, TAL, ECN, and International Leadership forums. They will collaborate with NPP Heads in Top 3 International Markets and key functional partners to shape a valuable future portfolio for top markets.

The Lead will implement the International pipeline and BD&L input framework established by the Hub, ensuring high-impact assessments at the TA level. This role requires partnership with the Hub and other TA leads to foster continuous improvement.

Additionally, the Lead will guide and challenge cross-functional teams on pipeline and BD&L assessments, ensuring continuous learning and performance elevation. They will work with the Hub Lead to address capability gaps and develop appropriate solutions.

## About the Role

### Major Accountabilities:

Accountable of delivery for all TA pipeline (pre-FDP transition) and BD&L activities through:

- Direct commercial input for select pipeline / BD&L assessments and strategy development as part of cross-functional pipeline, strategy, or BD&L assessment team(s).
- Leadership and guidance to TA cross-functional teams working on additional assessments, to pressure test and sense check recommendations, as well as problem solve or coach through challenges.
- Partnership with the Pipeline & BD&L hub to ensure that all TA activities are consistent with recommended International processes and governance, and that there is a continual dialogue on TA capacity, capabilities and challenges so that solutions can be developed.
- Partnership with NPP heads in Top3 International markets to create transparency on required TA pipeline & BD&L activities, as well as to pressure test, and synthesize Top3 market inputs prior to sharing with TAS teams or TA Head.
- Partnership with the TA Head to ensure activities are in line with TA and International priorities as

outlined by the TAL or senior International leadership.

- Strong relationship with US TA to ensure that commonalities can be maximized, and differences can be elevated for appropriate discussion.

Elevate our ability to input into pipeline and BD&L over time

- Identify capability gaps across International teams and implement targeted tactics and upskilling activities to address them.
- Partner with Hub and other TA Pipeline and BD&L leads to enable transparency and sharing of learnings that can be leveraged across International markets and assets, to drive continuous improvement and consistent input to assets and BD&L projects.

### **Essential Requirements:**

- **Expertise:**
  - Existing expertise in key disease areas in strategic focus for the TA (CRM).
  - Strong technical understanding of the asset development process, including direct experience influencing GPTs and GPHs to shape a CDP for TDP and FDP.
- **Experience:**
  - 15+ years of commercial experience in a pharmaceutical, biotech, healthcare, or consulting environment.
  - Deep experience (5+ years) in New Product Planning/pipeline strategy, leading commercial input to BD&L business case assessments, and indication or disease area strategy development.
  - Significant experience (3+ years) working with or within International Top3 market(s) on pipeline or BD&L assessments.
- **Skills:**
  - Strong cross-functional leadership, effectively working in a matrix environment.
  - Ability to establish credibility and influence across a range of diverse stakeholders.
  - Entrepreneurial and growth mindset.
  - Ability to learn quickly and adapt in a complex environment.
  - Ability to translate strategy into flawless execution and drive consistency.

### **Desirable Requirements:**

- Experience across multiple functions including Commercial, Insights & Analytics, Market Access.

### **Location:**

This role is based in Basel, Switzerland

### **Benefits:**

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### **Commitment to Diversity & Inclusion:**

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

### **Accessibility and accommodation:**

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, be-cause

of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [inclusion.switzerland@novartis.com](mailto:inclusion.switzerland@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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*<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?

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Division

International

Business Unit

Innovative Medicines

Standort

Schweiz

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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