

Strategy Manager

Job ID
REQ-10042275
Feb 25, 2025
Taiwan

Summary

Develop and implement integrated brand/s plans for assigned product(s)'s to achieve market share and sales targets. Lead and collaborate closely with cross-functions to ensure full account-ability for strategic and operational plans and solutions, which optimize profitability, market share and revenue growth for the assigned brand portfolio in the short and long term.

About the Role

Major accountabilities:

- Develop and implement integrated brand/s plans for assigned product(s)'s to achieve market share and sales targets.
- Learning agility involves quickly adapting to new information and knowledge about diseases or brands and promptly implementing it into brand execution.
- Analyze relevant industry trends and competitor activities, as well as growth opportunities; translate market intelligence into brand strategies and programs; leverage disease and market knowledge to gain customer insights through the use of appropriate tools and techniques both of the brand as well as competitors.
- Generate brand specific insights through understanding of local key stakeholders mapped and patient journey and brand impact on the medical society; Able to integrate insights to identify gaps and opportunities and translate then to effective and innovative solutions.
- Work collaboratively with business intelligence function to define and shape appropriate market research plans to gather required data and insights
- Utilize insights from the cross-functional team, market research and competitor intelligence to develop and implement strategic and operational plans
- Responsible for manage brand budgets including planning, forecasting, spending, optimization and evaluation of cost effectiveness opportunities.
- Communicate effectively with commercial team to ensure the strategy execution, alignment, and partner with cross-functional team (including patient access, Medical, KAM, etc.) to optimize product performance and adjust plans accordingly.
- Lead and collaborate with cross-functional team, provide an ongoing feedback and directions to create positive impact and drive the business. Leverage the team's knowledge, skill set and competencies to deliver the right solution to the right patient.
- Build network with cross-country colleagues to exchange knowledge and share best practice
- Manage effective agency partnerships; Work with partnership companies to ensure that positioning and messaging is aligned across companies
- Engages in a continuous learning journey with KOLs to develop advocacy, identify current and future

opportunities and insights

- Be recognized as the expert of TA owner by developing and continuously updating knowledge on therapy, products, competitors and market.
- Coordinate with the supply chain to plan stock levels and distribution

Key performance indicators:

- Market share & market share growth.
- TA/sub-TA strategy effectiveness e.g. stakeholder adoption, market share, sales performance, profitability
- Time and quality of launch readiness deliverables
- Manage A&P in compliance with budget and timeline
- 100% compliance
- Compliance with budget and timeline 100% compliance

Minimum Requirements:

Work Experience:

- University degree plus in Health/Life Science related; preferably with pharmacy background; MBA is a plus
- +2 years disease/product strategy experiences, or +2 years sales or customer engagements experiences
- Obtain business skills in developing strategy and execution plans, analyzing data to identify insights/opportunity/gaps; good at communication.
- Good at insight understanding and strategy development
- Good analytical skills and design thinking capability
- Able to drive and ensure business plan execution excellence
- Project excellence: able to demonstrate good leadership in leading, collaborating with cross functions and driving result. (Proven track record of project lead is required)
- Being agile to change, purpose-driven, willing to support others' success

Skills:

- Agility.
- Commercial Excellence.
- Cross-Functional Collaboration.
- Customer Orientation.
- Digital Marketing.
- Influencing Skills.
- Marketing Strategy.
- Negotiation Skills.
- Priority Disease Areas Expertise.
- Product Lifecycle Management (PLM).
- Product Marketing.
- Product Strategy.
- Stakeholder Engagement.
- Strategic Partnerships.

Languages :

- English.
- Chinese

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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Division

International

Business Unit

Innovative Medicines

Location

Taiwan

Site

Taipei

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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