

# Careers in Commercial

Our mission is to improve and extend people's lives. We have a bold aspiration to reach patients twice as fast.

How will we achieve this? By building meaningful partnerships with healthcare systems that go beyond brand conversations to improve the patient journey and accelerate access.

20 000+

## **Customer facing associates**

30

## **New molecular entities in our global clinical pipeline**

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### **Sales**

We are at the forefront of educating health care professionals about our marketed products so that they can choose the most appropriate treatment for their patients. We collaborate closely with marketing, access and medical teams to drive innovation in bringing treatment to our patients. Our field force is critical in achieving our ambition of positively impacting our patient's lives now and into the future.

### **Market Access**

We are committed to bringing more of our medicines to more people, regardless of where they are. In fact, it is one of our core 5 key strategies. We have established the Novartis Access Principles in order to help us drive that commitment. These strategies include adopting innovative pricing and access models, refocusing

research and development based on society's healthcare needs, and supporting approaches to strengthen healthcare systems. For all our new medicines, we systematically integrate access strategies in how we research, develop and deliver globally. We help design and deliver innovative approaches to drive better outcomes and affordable solutions and this is the key measure to our success.

Sandoz, the generics arm of Novartis, fundamentally believes that health outcomes for patients can be improved everywhere if more people are trained to prevent, diagnose and treat disease and if the right medicines get to more people.

The Sandoz Healthcare Access Challenge invites entrepreneurs and innovators in the field of digital technology to submit ideas with the potential to complement - or even positively disrupt - established approaches to driving access to healthcare.

Sandoz is determined to play a leading role in driving access to global healthcare by focusing on areas of unmet medical need. Sandoz sees the future of medicine as driven by increasingly strong collaboration between healthcare companies and external partners, and the goal of Sandoz HAcK is to help make this vision a reality - by identifying and supporting small, practical ideas with the potential to spark big change.

## **Marketing**

We seek out the patient's perspective in everything we do. We collaborate with Medical, Access, Digital and Sales to support local, regional and global marketing long and short-term product strategies. Drive the evolution of the go-to-market model through innovative digital solutions and strategies that puts the patient right at the center. Be a part of our marketing transformation plan to become a best-in-class marketing organization.

## **Business Development & Licensing**

Build long-term partnerships to access therapeutic products, technology platforms and break through innovations with the potential to prevent and cure diseases, to ease suffering and to enhance the quality of life. Create long-term shareholder value by refocusing our pipeline to the strategic priorities through divestments of assets. Build a wide network within the life sciences community to gain access to new innovation and to explore opportunities in our core strategic areas, as well as outside, which have the potential to set our future direction.

The BD&L team members are embedded within each group at Novartis to gain an understanding of our latest research and development efforts, and paths to commercialization. Be a part of the team behind some of our most notable partnerships. BD&L is a unique group at Novartis that serves as a conduit, bringing external innovation into our organization in the form of business partnerships. The ultimate goal of the relationships developed with outside organizations is to get the right treatments to the right patients at the right time.

## **Why apply your commercial skills at Novartis?**

Novartis is a company of firsts, working with cutting-edge innovative products that are a part of a long-term strategic plan. Novartis has one of the industry's most competitive pipelines with more than 200 projects in clinical development.

The commercial structure is flat -- not hierarchical -- which means we are truly unbossed, visible and have direct access to leadership.

We have access to exceptional global Learning and Development programs available both virtually and in-person:

- 'Xcelerate' focuses on upskilling marketing principles/fundamentals, launch preparation, digital customer engagement, and upskilling innovative skill sets. Virtual Hackathon – where learnings are put into practice through simulated cases.
- Marketing Development Center – a development center for senior marketing colleagues.
- 'Rep of Today and The Future' program was created to ensure our field force are supported and have the ability to realize their potential.
- 'Uplift' global leadership programs designed to develop and drive best practices in our Salesforce across Management and Leadership.

## **Find your Commercial career opportunity**

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