

Gilead Sciences

Gilead Sciences was founded in 1987 in Foster City, California. In 25 years, Gilead has become a leading biopharmaceutical company with a rapidly expanding product portfolio, growing pipeline of investigational drugs and approximately 5,000 employees in offices across four continents. Today, our research and development effort is the largest it has ever been, with more than 75 Phase 2 and 3 clinical studies evaluating compounds with the potential to become the next generation of innovative therapies for HIV, hepatitis, serious respiratory, cardiovascular and metabolic conditions, cancer and inflammation.

Gilead Sciences - Job

Country :Argentina

City :Buenos Aires

Location :Buenos Aires

Functional Area :**GENERAL & ADMINISTRATIVE**

Position Type :Regular

Full-Time / Part-Time :Full-Time

Shift :Days

Specific Responsibilities :The ideal candidate will bring experience in both strategic and tactical commercial leadership within the global bio-pharmaceutical industry, complemented by an understanding of the complexity of drug development and the local and broader Latin America and Caribbean dynamics for drug commercialization, launch and life-cycle management. Personal characteristics will be absolutely crucial, as the successful individual needs to have the self-sufficiency, energy and drive to take this opportunity and run with it, with exceptional communication and leadership skills, as well as a level of comfort at working in a high-growth, fast-paced matrix environment, where impacting/influencing and negotiating across an organization are a prerequisite.

Essential Duties and Job Functions:Hire and lead (directly and indirectly) a high performing cross-functional team, providing strong leadership to drive exceptional results.

- Build and execute the strategic launch plan for new HIV portfolio, HCV and Antifungal/Oncology pipeline.

- Implement high performance standards with clear accountabilities, ensure the most efficient deployment of resources and ultimately ensure solid succession plans are in place for key roles within the AOEM Division.

- Assertively drive the development of the Country/Region business, establishing growth and profit expectation and ensuring effective financial planning.

- Manage the full Country/Region P&L for in-market and allocate and manage the budget.

- Establish market sales and resource forecasts, and also initiate relevant market research projects to support the strategic brand planning process.

- Lead collaborative efforts with Sales, Marketing, Market Access, Public Health & Medical Affairs, Regulatory Affairs and other shared functions as relevant to develop strategies for in line products as well as future pipeline products.

- Manage the critical linkage between late stage development, commercial planning, launch management, on-going sales support, and marketing.

- Utilize effective life-cycle management, including further indications and IP brand protection strategies.

- Maximize the commercial potential of Gilead's assets through the development and implementation of strategic marketing plans in collaboration with Regional/Global Marketing and Public Health & Medical Affairs, as well as external partners where relevant.

- Establish strong relationships with external bodies (Payors, NGO's, Patient Associations, HMO's and KOLs) as relevant.

- Foster an environment of strong collaboration across the local, regional and global organization, ensuring a 'One Gilead' approach and balancing the needs of the local country organization with those of the broader corporate objectives.

- Serve as point person responsible for managing and optimizing local partnerships and provide commercial input for business development opportunities

- Ensure that all business activities are in line with company policies and procedures

- With ample scope to 'build out' in parallel with Gilead's continued evolution, this is a challenging position suited to a dynamic and entrepreneurial commercial biopharma executive who is keen to develop their career in one of the industry's fastest growing and most innovative companies.

Knowledge, Experience and Skills :A seasoned and well-rounded pharmaceutical executive with considerable experience, ideally in a variety of roles (e.g. marketing, sales, public health & medical affairs and market access) of progressively greater scope and responsibility, including P&L ownership (through Business Unit or Country management).

- Extensive experience with products in the HIV, Viral Hepatitis, Oncology and Specialty Care field would be advantageous, (as would commercial involvement in 'franchise' products); however, more important is the understanding of commercializing high-value specialty therapeutics addressing unmet medical needs.

- Successful management experience with direct responsibility for a cross-functional team and a demonstrated track record of delivering top line growth and bottom line performance.

- Demonstrable involvement in access and reimbursement strategies and execution, the ability to shape and articulate the value story of specialty therapeutics along with proven lobbying and relationship building skills (e.g. with Payors, HTAs).

- Experience in managing business partnerships/distributors advantageous.

- Proven command of classic marketing disciplines and techniques.

- Demonstrated success in commercial planning, launching products and product life cycle management.

- Ideally commercial leadership experiences both in 'home' market and internationally, be that in a regional/global role or another affiliate.

- Highly developed analytical skills and data savvy.

- Entrepreneurial and innovative of spirit.

- Strong interpersonal skills and emotional intelligence.

- Learning agile and 'scalable' to take on increasing responsibility and management as the HIV/HCV/HBV franchise grows.

- Capability of working autonomously or as part of a team with a 'sleeves rolled up' approach and in a collaborative manner; not an empire builder.

- A person who is confident with ideas and innovative thinking and is able to tailor them to productive ends with the courage of his/her convictions.

- A person who can challenge ideas with good arguments and ensure that programs are progressed with vigor while maintaining a critical and evaluative approach.

- Excellent written and oral communication skills (in English and Spanish), including strong formal presentation skills.