

# Senior Marketing Manager – Oncology

Job ID

REQ-10080818

Jun 15, 2026

LOC\_BR

## About the Role

#LI-Hybrid

Location: São Paulo, Brazil

This role is based in São Paulo, Brazil. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

## Key Responsibilities

- Drive sustainable performance in the metastatic setting within public healthcare accounts
- Lead inclusion of early-stage treatment into public system protocols (SUS and priority accounts)
- Translate access achievements into patient demand through disciplined account execution
- Develop and execute strategies for the public market in close collaboration with cross-functional teams
- Partner with field force, access teams, and brand teams to align execution and priorities
- Monitor and improve time from access approval to first patient treatment
- Build strong relationships with key stakeholders across public institutions and decision-makers
- Ensure consistent demand generation aligned with strategic business priorities

## Essential Requirements

- Experience in the pharmaceutical industry, ideally with strong exposure to public market/access
- Solid understanding of the Brazilian healthcare system (SUS), protocols, and access dynamics
- Proven ability to drive execution excellence and deliver business results
- Strong stakeholder management and influencing skills across cross-functional teams
- High level of accountability, ownership, and results orientation
- Excellent communication skills in English
- Strategic thinking combined with a strong operational execution mindset

## Desirable Requirements

- Experience in Oncology and/or breast cancer therapeutic area
- Advanced analytical capabilities and ability to translate insights into action

## Benefits & Rewards

Read our handbook to learn about all the ways we'll help you thrive personally and professionally [Explore Benefits & Rewards](#)

## 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.

We are committed to building diverse teams and creating an inclusive workplace that cultivates bold innovation through

collaboration and empowers our people to unleash their full potential.

## Why Novartis

Helping people with disease and their families takes more than innovative science. It takes a community of passionate individuals collaborating, supporting, and inspiring each other to achieve breakthroughs that change patients' lives.

## Role Requirements

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV\_IM

Business Unit

Strategic Planning & BD&L

Location

LOC\_BR

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

FCT\_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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