



[Disease Area Lead](#)

Roche a/s is looking for a Disease Area Lead who has strong commercial acumen and has proven to be a people focused leader, motivated by driving a team to business success.

Roche a/s is looking for a Disease Area Lead who will have the overall responsibility of leading and motivating a multifunctional team (Sales, Medical, Marketing, External Affairs and Market Access) and will be responsible for the Breast, Pulmo & RD (Rare Diseases) area.

As Disease Area Lead at Roche you will be part of an innovative and extremely dynamic organisation. The role of the Disease Area Lead is a central role in the leadership at Roche, which requires business knowhow, a strategic way of thinking, courage, drive and having the decision-making ability and insight of the disease area.

You will be responsible for setting the strategic direction and prioritising the full disease area portfolio. In addition you will challenge the team's brand strategic and operational plans, and ensure / drive collaboration across team functions. At the same time you will be the link between Roche, Roche Global and the Regional Teams.

You will have the following responsibilities and duties:

- Direct management of Product Managers and Team Coordinators
- Matrix leadership of the other team members in relation to the work in the Disease Area Team
- P&L responsibility related to sales and expenses in both Denmark and Iceland
- Overall responsibility for short and long term strategic planning, vision and implementation for Disease Area products including pipeline
- Prepare the master plan for the disease area with the customer in focus
- Challenge and validate brand plans developed by the team
- Ensure implementation of brand plans in accordance with Danish regulations within marketing of medicines
- Will be part of the Product Strategy Leadership team and Line Managers Forum, and be responsible for ensuring the affiliate succeeds in its corporate goals.

You have the following qualifications:

- A commercial or health science education
- More than 3 years of experience from a position with direct or indirect leadership
- Strong leadership skills and the ability to motivate, engage and develop the team and individuals
- Assertiveness – strong influencing skills across business functions; confidence to share difficult messages and defend decisions and make judgment calls
- Experience with customer interaction, marketing and sales experience within the Pharmaceutical business
- Strategic planner and clear thinker with ability to drive change
- Solid experience with development of strategy and brand plans as well as implementation of them
- Innovation – develop new ideas through collaboration and execute on creative ideas
- Strong analytical and process skills
- Preferably experience with products in all parts of their life cycle, pre-launch, launch, growth and maintenance phase
- Team oriented – ability to motivate and work well with diverse, cross-functional teams
- Fluent in Danish, and high comprehension in English (written and spoken)

We attach particular importance to the following competencies:

- Strive for success: Take action, pursue goals, handle business challenges
- Conduct leadership: Make decisions, lead people, engage others
- Give support: Team work, understand people, appreciate each individual
- Communicate information: Convince people, communicate ideas clearly, challenge ideas
- Organise assignments: Lead assignments, maintain standards, solve problems
- Foster change: Generate ideas, explore possibilities, develop strategies

You are welcome to contact Christina Andersen for further information about the position on phone no. +45 36 39 99 99.

Please send your application by e-mail to HR-Coordinator Line Marie Kvarnstrøm, line_marie.kvarnstrom@roche.com by April 12th 2018.

About Roche in Denmark

Roche Pharmaceuticals is the Danish affiliate of the Roche Group. Roche Pharmaceuticals employs approximately 125 employees. We have 2 sister companies in Denmark: Roche Diagnostics in our building and Roche Innovation Center Copenhagen, situated north of Copenhagen. Roche Pharma A/S is the leading company in Denmark within cancer treatment.

Roche Pharmaceuticals was 3rd best place to work in 2017* on the Danish Great Places to Work list.
You can read more about working in Roche at www.roche.dk.

For information about the Roche Group, please visit www.roche.com.

* GPTW, Denmark, middle-sized companies