

Our Human Health Division maintains a “patient first, profits later” ideology. The organization is comprised of sales, marketing, market access, digital analytics and commercial professionals who are passionate about their role in bringing our medicines to our customers worldwide.

Our Oncology team is dedicated to delivering breakthrough innovations that extend and improve the lives of cancer patients worldwide. Our team of forward-thinking individuals achieve this through an unwavering commitment to support accessibility to medicine, providing new therapeutic solutions, and collaborating with governments and payers to ensure that people who need medicines have access to them. Our focus is on innovation and launch execution excellence; we translate breakthrough science into innovative medicines that help people with cancer across the globe.

We are continually striving to improve the understanding of health care within the local community. Our site in 1100 Vienna (ICON Tower) is a strategic location for the distribution of our high quality and innovative health care products, as well as digitally integrated solutions for our patients and clients. To ensure sustainable company growth, we continually aim to offer attractive career opportunities for more than 150 employees at our Vienna site. In support of our existing team we are currently looking for:

## ***Commercial Operations Lead Oncology (m/f/d)***

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The Oncology Commercial Operations Lead will report directly to the Business Unit Director and will have up to 3 direct reports (Oncology Commercial Operations Manager).

In this role and through the leadership of his/her direct reports, the Oncology Commercial Operations Lead will be responsible for driving performance and maximization of the Oncology portfolio by identifying and executing on growth opportunities, while working closely together with the Oncology Franchise Leads on strategic priorities including strategic collaborations, digital initiatives, data analytics, executional excellence and operating model optimization to turn Oncology into a high-performance organization.

### **Main responsibilities include but are not limited:**

- Overseeing / leading market and portfolio analytics and leveraging environmental and customer insights for driving strategy development/optimization for Oncology portfolio maximization.
- Fully responsible for data strategy and acquisition to support all Oncology Franchises
- Leading the Oncology sales forecasting process (incl. demand and supply planning for the entire Oncology portfolio) as well as tracking and reporting performance of digital marketing campaigns and assess against goals (ROI and KPIs)
- Working closely together with Franchise Leads to develop and lead a customer and patient focused digital strategy across all tumor types and brainstorm new and innovative growth strategies through digital marketing.
- Executing customer segmentation based on qualitative and quantitative data; oversight of field force execution (frequency, coverage, social selling, resource utilization, etc.)
- Planning and managing operational aspects of alliances, including joint governance committees, ensuring alliances effectiveness, appropriate communications, coordination of activities, managing escalation, solving business problems, and negotiating with the partners on ongoing agreements

- Working closely with and supporting Franchise Leads by developing new initiatives (e.g. patient advocacy projects) that will deliver on the strategic goal
  - Guiding the teams on how to implement agile methodologies and values (e.g. Scrum) in every day work to improve quality, speed and outcome of innovation projects to foster new ways of working; acting as the “product owner” for complex, pan-tumor projects
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## Qualifications

- University Degree in business or life sciences is required; MBA would of advantage.
- Several years of experience in Pharma/Biotech industry or in Strategic Consulting.
- Experience in a Scrum-driven environment (i.e., understanding of scrum principles, practices, and theory).
- Experience within the use of MS Office suite – especially Excel & PowerPoint – to support modeling and forecasting exercises.
- Strong oral and written communication skills in English a must; German would be advantageous
- Strong ability to navigate in a science-driven, quickly developing environment and to work smoothly across multiple matrix structures at all levels
- Strong project management/ operational leadership experience related to building winning strategies, defining well-structured plans
- Proven analytical capabilities, ability to set up forecast models & make robust business cases

We offer an attractive salary, outstanding social benefits and an exciting work environment with varied tasks in an international environment. The minimum annual salary for this position is EUR 80.200,-- and varies according to the qualifications and experience of the successful candidate. We are looking forward to receiving your application.

Who we are ...

We are known as Merck & Co., Inc., Kenilworth, New Jersey, USA in the United States and Canada and MSD everywhere else. For more than a century, we have been inventing for life, bringing forward medicines and vaccines for many of the world's most challenging diseases. Today, our company continues to be at the forefront of research to deliver innovative health solutions and advance the prevention and treatment of diseases that threaten people and animals around the world.

What we look for ...

Imagine getting up in the morning for a job as important as helping to save and improve lives around the world. Here, you have that opportunity. You can put your empathy, creativity, digital mastery, or scientific genius to work in collaboration with a diverse group of colleagues who pursue and bring hope to countless people who are battling some of the most challenging diseases of our time. Our team is constantly evolving, so if you are among the intellectually curious, join us—and start making your impact today.