NOVARTIS

Commercial Portfolio Lead

Job ID
REQ-10077144
Авг. 13, 2026
Ирландия

Сводка

#LI-Hybrid

The Commercial Portfolio Lead maximizes value generation and access across the assigned product portfolio through innovative go-to-market models, The Commercial Portfolio Lead maximizes value generation and access across the assigned product portfolio through innovative go-to-market models, strategic commercial alliances and partnerships, and disciplined lifecycle management. The role ensures efficient collaboration with country and above-country teams to execute portfolio strategies within a resource-constrained environment, sustaining portfolio value, post-LOE performance and operational excellence.

About the Role

Job Purpose

Maximize portfolio value generation and access across the lifecycle by leading portfolio strategy, partnerships and alliances, and late-stage lifecycle management. The role drives innovative go-to-market approaches and ensures effective collaboration across in-country and above-country functions to execute strategies efficiently and sustainably.

Major Accountabilities

Commercial Partnerships & Alliances

- Identify and evaluate partnership opportunities to enhance portfolio value through proactive external scanning.
- Lead negotiations and structure partnership, licensing or distribution agreements aligned with strategic objectives.
- Manage and sustain strategic alliances, ensuring value delivery and adapting to evolving business needs.
- Pilot international partnership projects with potential to scale at regional or global level.

Digital Marketing Execution

- Leverage digital channels to maintain brand visibility, engagement and compliance where appropriate.
- Manage and optimize digital content and channels to ensure relevance, governance and regulatory compliance.

Lifecycle Management (LCM)

- Build loss-of-exclusivity (LoE) excellence through early tracking, preparation and tailored brand strategies.
- Onboard brands from Therapeutic Areas into the commercial portfolio, ensuring seamless transition of assets, budgets and analytics.
- Partner with Legal, Value & Access, Supply Chain and Finance to estimate post-LoE volume and value erosion.
- Design and implement late-stage lifecycle management strategies to sustain brand value post-LoE.
- Externalize or retire assets where appropriate to reduce maintenance effort and operational complexity.

Portfolio Management

- Own portfolio budgeting and forecasting processes to support strategic and operational objectives.
- Track brand performance and market trends to inform decision-making and performance vigilance.
- Coordinate with Regulatory teams to ensure proper portfolio management including RMP fine-tuning.
- Respond to ad hoc operational requests such as recalls or packaging queries in a timely manner.
- Partner with Supply Chain to minimize stock-outs, write-offs and operational inefficiencies.

Key Performance Indicators

- Portfolio P&L performance and overall value maximization including revenue, profitability and market share.
- Successful establishment and performance of commercial partnerships and alliances.
- Digital engagement and channel performance metrics.
- Brand performance, sustainability and post-LOE value retention.
- Efficient budget management and alignment of spend to portfolio priorities.

Ideal Background

Education

- University degree in Science or Business; advanced degree in Bioscience, Medicine, Business or Management preferred.

Experience & Skills

- Proven track record of P&L and commercial portfolio management responsibility.
- Extensive experience (10+ years) within the pharmaceutical or life sciences industry.

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)

Primary location salary range
€83,800.50 - €155,629.50
Дивизион
International
Business Unit
General Management
Место
Ирландия
Сайт
Dublin (Country President Office (CPO))
Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd
Functional Area
Маркетинг
Job Type
Full time
Employment Type
Temporary (Fixed Term)
Shift Work
No

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1. https://www.novartis.com/about/strategy/people-and-culture
2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Dublin-Country-President-Office-CPO/Commercial-Portfolio-Lead_REQ-10077144-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Dublin-Country-President-Office-CPO/Commercial-Portfolio-Lead_REQ-10077144-1