

# Commercial Portfolio Head

Job ID  
REQ-10078849  
Июн. 07, 2026  
Саудовская Аравия

## Сводка

Commercial Portfolio Head

Location: Riyadh  
#LI Hybrid

### About the Role:

Drive portfolio value through strategic partnerships, digital execution, and lifecycle management in a highly regulated environment.

We are looking for a commercially minded leader to maximize the value and access of a product portfolio through innovative go-to-market models, strategic alliances, and disciplined lifecycle management.

This is an opportunity to shape portfolio strategy, lead meaningful cross-functional collaboration, and deliver measurable business impact in a dynamic healthcare environment.

## About the Role

### Major accountabilities:

#### Commercial Partnerships and Alliances

- Identify and evaluate partnership opportunities by proactively scanning for external collaborations that can strengthen portfolio value.
- Lead negotiations and structure agreements that align partnership terms with strategic and commercial objectives.
- Manage and sustain strategic alliances to deliver mutual value and adapt to evolving business needs.
- Pilot high-impact projects with the potential to scale at regional or international level.

#### Digital Marketing Execution

- Activate digital channels to maintain brand visibility and stakeholder engagement in line with business priorities.
- Manage digital content and channels, ensuring assets remain compliant, relevant, and optimized.
- Partner with Therapeutic Area Heads to identify synergies and deploy digital plans that support priority brand performance.

#### Lifecycle Management

- Build excellence in loss-of-exclusivity planning, preparing brands with tailored pre- and post-LoE strategies.
- Lead brand onboarding from Therapeutic Areas by coordinating assets, budgets, analytics, and stakeholder handovers for a seamless transition.
- Partner with Legal, Value & Access, Supply Chain, and Finance to estimate volume and value erosion following LoE.
- Identify and apply late-stage lifecycle tactics that sustain brand value and reduce post-LoE erosion.
- Streamline portfolio operations by externalizing or retiring assets where appropriate to reduce maintenance effort and cost.


#### Portfolio Management

- Own budget planning and forecasting to support portfolio priorities and disciplined resource allocation.
- Monitor brand performance and market trends to support data-driven decisions across supported and carry-over products.
- Work closely with Regulatory teams to ensure strong portfolio governance, including risk management plan updates and amendments.
- Manage ad hoc operational requests such as recalls and packaging queries with speed and sound judgment.
- Partner with Supply Chain to minimize stock-outs, reduce write-offs, and support reliable product availability.

### Requirements:

- University degree in science or business. Advanced degree in bioscience, medicine, business, and/or management preferred
- More than 5 years' experience in leadership positions within the pharmaceutical or life science industry with proven track-record of P&L and commercial management responsibility
- Deep expertise in end-to-end portfolio management for mature brands, including onboarding, LoE planning, and post-LoE value retention.
- Demonstrated success in partnership development, negotiation, and governance across co-promotion, distribution, or licensing models.
- Experience in regulated digital marketing, including content governance, channel optimization, compliance, and performance analytics.
- Track record of leading cross-functional teams (Legal, Finance, Market Access, Regulatory, Supply Chain, CLS) and navigating complex stakeholder environments.
- Strategic decision-making capability, with clear prioritization frameworks and strong resource optimization across competing portfolio needs
- Enterprise mindset with a focus on long-term portfolio sustainability rather than short-term single-brand wins
- Outcome-oriented leadership style, with a strong focus on KPIs, insight-led action, and continuous improvement
- Saudi market experience is preferred.

### Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse  that reflect the patients and communities we serve.

**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?  
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Functional Area  
Коммерция и общий менеджмент  
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Employment Type  
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Shift Work  
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