

Commercial Portfolio Manager

Job ID
REQ-10081281
Июн. 15, 2026
Индонезия

Сводка

Commercial Portfolio Manager drives efficient, data based strategies and management of the commercial portfolio to maximize value of non priority and non promoted brands. The role oversees budgeting and forecasting, ensures strong performance vigilance, and responds quickly to operational and regulatory requests. It supports informed decision making through clear insights and cross functional coordination, helping sustain portfolio performance in a resource constrained environment.

About the Role

Major Accountabilities:

- **Portfolio Management, Budgeting & Forecasting**
 - Execute activities portfolio management plan in line with Commercial Portfolio strategy
 - Developing and monitor budgets and forecasts to meet portfolio objectives within his or her territory.
 - Track financial performance and escalate variances for timely actions within territory assigned.
 - Provide inputs to portfolio lead for annual planning cycles and established report for monthly reviews.
 - Develop promotional materials for focused product.
 - Engage directly with customer groups. Build effective and enduring customer relationships; identifies and works closely with the most significant customers within his or her territory.
- **Performance Vigilance & Insights**
 - Monitor brand and trend of performance using internal dashboard within his or her territory.
 - Identify risks, opportunities, and trends influencing portfolio outcomes.
 - Utilize standard insights and dashboards provided by analytics teams.
- **Operational & Regulatory Response Management**
 - Manage ad hoc requests promptly (e.g., recalls, packaging queries).
 - Partner with Supply Chain to reduce stock-outs, expiries, and write-offs.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

Key Performance Indicators:

- Accuracy and timeliness of forecasts and budget submissions.
- Portfolio performance versus financial and operational targets.
- Quality, frequency, and clarity of performance vigilance insights.
- Timeliness and completeness of responses to ad hoc operational requests.
- Effectiveness of cross-functional collaboration based on stakeholder feedback.
- Compliance with portfolio investment guardrails.

Minimum Requirements for internal applicants:

- Bachelor degree (S-1)
- Experience in pharmaceuticals/healthcare and preferable experience handle for Immunology, Dermatology and Transplant product.
- Current position minimum as Executive Medical Representative.
- English is preferable.
- Ready to be placed anywhere.

Minimum Requirements for external applicants:

- Bachelor's degree in business, finance, science, or related field.
- 5-8 years in portfolio management, commercial operations, finance or related roles.
- 1-2 years of indirect team leadership, coaching/ mentor, performance management.
- Experience in pharmaceuticals, healthcare, or other regulated industries.
- Background in budgeting, forecasting, analytics, or product management.
- Strong analytical skills and ability to interpret commercial and market data.
- Knowledge of portfolio management, budgeting, forecasting, data analytics, and product performance management
- Understanding of regulatory interfaces and Risk Management Plan (RMP) requirements.
- Ability to manage operational workflows and respond to urgent requests.
- Enterprise mindset with ability to manage across multiple stakeholders.
- Strong collaboration and communication skills.
- Ability to lead without authority and influence cross-functional decisions.
- Structured, proactive, and focused on operational excellence.
- Strategic decision-making: Prioritization frameworks, go/no-go criteria, and resource optimization across competing brands.
- Matrix leadership and talent development: building high-performance, diverse teams; succession planning, and influencing across complex cross-functional and

regional interfaces.

- Resource discipline: Operates lean; rigorously aligns spend to investment guidelines and demonstrable ROI.
- Outcome-oriented: Sets clear KPIs (P&L, portfolio value, digital engagement, brand sustainability) and acts on insights.

Skills:

- Accountability
- Key Account Management
- Commercial Excellence
- Competitive Intelligence
- Compliance
- Customer Relationship Management
- Customer Engagement
- Professional Ethics
- Health Care Industry
- Market Development
- Problem Solving Techniques
- Company Process Understanding
- Revenue Growth
- Selling Skills
- Team Collaboration
- Value Propositions

Languages:

- English and Local Language

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 \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Sales

Место

Индонезия

Сайт

Jakarta

Company / Legal Entity

ID03 (FCRS = ID003) PT Novartis Indonesia

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular

Shift Work

No

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