

Commercial Portfolio Lead

Job ID
REQ-10077144
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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.

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<https://www.novartis.com/about/strategy/people-and-culture>

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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

Regular

Shift Work

No

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