

Commercial Portfolio Head

Job ID
REQ-10078849
май 22, 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?
<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
Саудовская Аравия
Сайт
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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