NOVARTIS

Commercial Portfolio Head

Job ID
REQ-10077299
Авг. 06, 2026
Румыния

Сводка

#LI-Hybrid
Location: Bucharest, Romania

The Commercial Portfolio Head maximizes value generation and patient access across the product portfolio through innovative go-to-market models, commercial alliances and partnerships, and effective lifecycle management. The role ensures efficient collaboration with above- and in-country functions to execute strategies within a resource-constrained environment.

About the Role

Key responsibilities

- Identify, structure, negotiate, and manage commercial partnerships and alliances that enhance portfolio value and support strategic objectives across the country portfolio.
- Pilot innovative commercial and international projects with potential to scale at regional or international level.
- Drive digital marketing execution by managing compliant digital channels, content, and engagement strategies in partnership with Therapy Area leaders.
- Lead end-to-end lifecycle management for mature brands, including onboarding from TAs, loss-of-exclusivity preparation, and post-LoE value retention strategies.
- Partner with Legal, Value & Access, Supply Chain, Finance, and Regulatory functions to manage risks, volume and value erosion, and governance across the portfolio.
- Manage portfolio P&L, budgets, and forecasting, ensuring disciplined spend aligned with investment guidelines and defined ROI targets.
- Monitor brand and portfolio performance, market trends, and performance vigilance indicators to inform prioritization and decision-making.
- Oversee operational portfolio matters including ad hoc requests, recalls, packaging queries, and continuity of supply in collaboration with Supply Chain.
- Lead and coordinate cross-functional teams to execute prioritized portfolio tactics effectively and efficiently.
- Build and sustain a high-performance culture by attracting, developing, and retaining talent, strengthening succession pipelines, and role-modeling Novartis leadership behaviors.

Requirements

- University degree in science or business with extensive senior leadership experience in the pharmaceutical or life science industry; advanced degree preferred; fluency in English required, local language desirable (Romanian).
- Proven track record of P&L ownership and commercial portfolio management.
- Extensive experience leading mature product portfolios, including onboarding, LoE planning, and post-LoE value optimization.
- Demonstrated expertise in commercial partnerships, including opportunity scanning, negotiation, governance, and measurable value creation.
- Strong experience in regulated digital marketing execution, content governance, and performance analytics.
- Proven ability to lead cross-functional teams across Legal, Finance, Market Access, Regulatory, Supply Chain, and related functions.
- Strong strategic decision-making skills, including prioritization, go/no-go decisions, and resource optimization.
- Demonstrated matrix leadership capabilities with a strong focus on talent development, succession planning, and culture building.
- Enterprise mindset with a focus on long-term portfolio value, sustainability, and disciplined resource allocation.
- Outcome-oriented leadership style with clear KPI focus and data-driven execution.

Commitment to Diversity & Inclusion:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of 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)

Primary location salary range
lei409,500.00 - lei760,500.00
Дивизион
International
Business Unit
General Management
Место
Румыния
Сайт
Bucuresti
Company / Legal Entity
RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L
Functional Area

Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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