

# Commercial Portfolio Head

Job ID  
REQ-10078801  
май 22, 2026  
Чехия

## Сводка

#LI-Hybrid  
Location: Prague, Czech Republic

This role is based in Prague, Czech Republic. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Commercial Portfolio Head maximises portfolio value generation and access through innovative go-to-market models, commercial partnerships, and lifecycle management. The role ensures efficient collaboration with above- and in-country stakeholders to execute strategies effectively within resource-constrained environments.

## About the Role

### Key responsibilities

- Identify, evaluate, negotiate, and manage strategic partnerships and alliances to enhance portfolio value and ensure long-term mutual benefit.
- Lead and scale international collaboration projects, assessing opportunities for expansion at regional and global levels.
- Drive digital marketing execution including channel optimization, content governance, and leveraging digital assets to support brand performance.
- Collaborate with TA Heads and cross-functional teams to align digital strategies and maximize synergy across priority brands.
- Own lifecycle management strategies including LoE planning, brand onboarding, and implementation of late-stage tactics to sustain value.
- Coordinate cross-functional collaboration (Legal, Finance, Supply Chain, Regulatory) to anticipate and manage post-LoE erosion and operational transitions.
- Manage portfolio financials including budgeting, forecasting, and performance monitoring aligned with investment guidelines.
- Monitor brand performance and market trends, enabling data-driven decisions and performance vigilance across the portfolio.
- Ensure operational excellence by managing ad hoc business requirements, regulatory alignment, and supply continuity to minimize stock-outs and inefficiencies.
- Lead cross-functional teams to execute priorities while fostering collaboration across complex stakeholder environments.
- Build and develop high-performing teams, driving talent development, succession planning, and a strong performance culture.
- Role model Novartis leadership behaviors, driving transformation, accountability, and a growth mindset across the organization.

### Requirements

- University degree in science or business; advanced degree preferred; fluent English required with local language desirable; 10+ years leadership experience in pharma or life sciences.
- Proven track record of P&L ownership and commercial portfolio management.
- Extensive experience managing mature brand portfolios including lifecycle management and LoE strategies.
- Strong expertise in building and managing partnerships (co-promotion, distribution, licensing) with measurable outcomes.
- Solid understanding of digital marketing in regulated environments, including content governance and performance analytics.
- Proven ability to lead cross-functional teams and navigate complex stakeholder ecosystems.
- Strong strategic decision-making capabilities with prioritization frameworks and resource optimization skills.
- Demonstrated matrix leadership with experience building high-performing teams and driving talent development.
- Enterprise mindset with focus on long-term portfolio value and sustainability.
- Strong results orientation with disciplined resource management and ROI focus.

### Benefits & Rewards (applicable for Prague)

Monthly pension contribution matching your individual contribution up to 3% of your gross monthly base salary; Risk Life Insurance (full cost covered by Novartis); 5-week holiday per year; (1 week above the Labour Law requirement) ; 4 paid sick days within one calendar year in case of absence due to sickness without a medical sickness report; Cafeteria employee benefit program – choice of benefits from Benefit Plus Cafeteria in the amount of 17,500 CZK per year; Meal vouchers in amount of 105 CZK for each working day (full tax covered by company); MultiSport Card; Find out more about Novartis Business Services: <https://www.novartis.cz/>

### Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to [di.cz@novartis.com](mailto:di.cz@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**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

General Management

Место

Чехия

Сайт

Prague

Company / Legal Entity

CZ02 (FCRS = CZ002) Novartis s.r.o.

Functional Area

Коммерция и общий менеджмент

Job Type

Full time

Employment Type

Regular

Shift Work

No

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## List of links present in page

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