

Portfolio Management Manager

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Южноафриканская Республика

Сводка

Portfolio Management Manager maximise the value, sustainability, and performance of the assigned portfolio across its lifecycle. Embed pharmacy strategy objectives into portfolio planning and execution to strengthen pharmacy performance and access. Ensure strong alignment across Commercial, Medical, Value & Access, and Supply Chain to deliver portfolio outcomes. Ensure robust governance, compliance, and decision-making for portfolio investments and activities. Support stable supply and effective demand planning for portfolio products, including pharmacy-driven flows. Anticipate external changes and convert insight into proactive portfolio actions. Ensure portfolio strategies are translated into clear, executable priorities.

About the Role

Major Accountabilities:

Drive Portfolio Value & Performance Management

- Lead portfolio planning, budgeting, and forecasting to ensure optimal value delivery
- Monitor portfolio performance (sales, demand, supply, access status) and identify risks or opportunities
- Drive performance vigilance, including lifecycle management of in-market and mature brands
- Provide data-driven recommendations to adjust portfolio priorities based on market dynamics and performance
- Support annual planning cycles, quarterly reviews, and long-range portfolio planning

Translate Pharmacy Strategy into Portfolio Objectives:

- Understanding of the pharmacy-specific environment, its current state and how it evolves. Ensure portfolio plans address pharmacy-specific dynamics, understands the strategy and finds opportunities to optimise (e.g., stocking behaviour, substitution rules, generics pressure)
- Translate country pharmacy strategy into clear portfolio objectives and priorities. Identify portfolio opportunities to strengthen pharmacy recommendation, substitution, and pull-through.
- Partner with pharmacy-facing functions to align portfolio initiatives with pharmacy needs and realities.
- Track and assess pharmacy performance indicators relevant to portfolio success

Cross-Functional Portfolio Orchestration:

- Act as the integrator across brand, access, medical, pharmacy, and execution excellence teams. Coordinate portfolio priorities and trade-offs across brands and channels. Support alignment between portfolio strategy, access initiatives, and pharmacy execution.
- Enable consistent execution by clarifying roles, priorities, and dependencies across functions. Coordinate input and timelines with Commercial, Medical, Value & Access, Finance, and Procurement teams.
- Facilitate information flow to ensure smooth execution of customer engagement activities. Support alignment between engagement plans, execution, and reporting requirements.
- Enable teams to focus on customer strategy by managing operational complexity. Ensure alignment between portfolio objectives, pharmacy initiatives, and execution metrics.
- Track execution progress and escalate misalignments or risks in a timely manner

Portfolio Governance & Decision Support:

- Support governance processes for portfolio prioritisation, approvals, and resource allocation. Ensure portfolio decisions are compliant with internal policies, ethics, and regulatory requirements. Prepare high-quality portfolio analyses and recommendations for leadership and governance forums. Ensure transparency, documentation, and audit readiness for portfolio-related decisions

Demand, Supply & Lifecycle Management:

- Partner with Supply Chain, Finance and BD&L to align demand forecasts with portfolio priorities. Identify pharmacy-related risks to demand or supply continuity and propose mitigation actions. Support lifecycle decisions for mature, declining, or resource-constrained brands. Contribute to decisions on portfolio simplification, prioritisation, or optimisation

Portfolio Insights & External Environment Monitoring.

- Monitor market, competitive, policy, and pharmacy-specific trends impacting the portfolio. Assess regulatory, pricing, and reimbursement developments affecting pharmacy channels.
- Provide insights to inform access, pricing, and pharmacy strategy decisions. Support scenario planning and risk mitigation for the portfolio
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Education :

- Tertiary qualification, preferably business and allied medical sciences

Languages:

- English

Experience/Professional Requirement:

- 5-8 years in portfolio management, commercial operations, finance, or related roles.
- 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 requirements.
- Ability to act with integrity at all times
- Strong collaboration and communication skills.
- Structured, proactive, and focused on operational excellence.

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Дивизион
International
Business Unit
Sales
Место
Южноафриканская Республика
Сайт
Midrand
Company / Legal Entity
ZA01 (FCRS = ZA001) Novartis SA (Pty) Ltd.
Functional Area
Коммерция и общий менеджмент
Job Type
Full time
Employment Type
Regular
Shift Work
No

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