

Brand Manager -Commercial Portfolio

Job ID
REQ-10080361
Июн. 09, 2026
Саудовская Аравия

Сводка

Brand Manager- Commercial Portfolio
Location : Riyadh
#LinkedIn Hybrid

We are looking for a strategic and commercially driven professional to lead the Commercial Portfolio across assigned brands. In this role, you will shape portfolio and brand strategies, drive customer engagement, strengthen forecasting and business performance, and ensure excellence in the execution of integrated commercial initiatives. You will work cross-functionally to deliver sustainable growth, maximize market opportunities, and support patients through impactful programs and responsible risk management.

About the Role

Major Accountabilities:

- Lead and manage the Commercial Portfolio to deliver sustainable growth and strong performance across assigned brands.
- Develop and execute portfolio and brand strategies aligned to business priorities, market dynamics, and customer needs.
- Create operational plans across the brand lifecycle to optimize return, support launches, and strengthen lifecycle management.
- Drive excellence in forecasting, business performance monitoring, and corrective action planning to achieve sales, market share, and profitability targets.
- Build customer understanding through market insights and apply omnichannel approaches to improve engagement with healthcare professionals, patient groups, and key stakeholders.
- Oversee the development and approval of promotional materials and commercial programs in line with company and regulatory requirements.
- Lead Patient Support Programs and Risk Management Plan activities in close collaboration with Medical, Regulatory, Pharmacovigilance, Compliance, and other cross-functional partners.
- Manage portfolio budgets effectively, ensuring strong financial governance and optimal use of investments.
- Provide product and brand training to relevant teams to strengthen knowledge, alignment, and execution quality.

Minimum Requirements:

- University degree or equivalent in Pharmacy, Marketing, Business, or a related field.
- 3–5 years of field sales, brand management, or related marketing experience within the healthcare or pharmaceutical industry.
- Prior experience in product executive or related marketing services roles is an advantage.
- Strong commercial acumen with experience in portfolio strategy, forecasting, customer engagement, and cross-functional collaboration.
- Demonstrated ability to manage multiple priorities, drive execution, and work effectively across functions.
- Strong communication, stakeholder management, and analytical skills.
- Saudi nationality is preferred.

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>

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Дивизион
International
Business Unit
Marketing
Место
Саудовская Аравия
Сайт
Riyadh
Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd
Functional Area
Маркетинг
Job Type
Full time
Employment Type
Regular
Shift Work
No

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