

Commercial Portfolio Head

Job ID
REQ-10088447
Окт. 06, 2026
Панама

Сводка

#LI-Hybrid
Location: Panama City, Panama

The Commercial Portfolio Head leads the commercial portfolio to maximize value, strengthen operational performance and support sustainable growth. The role oversees portfolio budgets and forecasts, lifecycle and loss-of-exclusivity strategies, digital marketing execution, external partnerships, and cross-functional coordination, while building an agile, diverse and high-performing team.

About the Role

Key responsibilities

- Lead commercial portfolio planning and performance, managing budgets and forecasts to support portfolio ambitions and business goals.
- Partner with Regulatory on risk management plan adjustments and address ad hoc operational requirements affecting the portfolio.
- Collaborate with Supply Chain to anticipate demand and minimize stockouts, write-offs and other supply-related risks.
- Identify, evaluate and advance commercial partnership and alliance opportunities that can increase portfolio and asset value.
- Continuously scan the external environment for collaborations, maintaining a strong network of partners aligned with business priorities.
- Drive digital marketing execution to strengthen brand visibility, reach and engagement, while ensuring content and platforms remain relevant, optimized and compliant.
- Build loss-of-exclusivity excellence through tailored brand strategies and late lifecycle management tactics that sustain value and minimize erosion.
- Ensure the smooth transition of brands from therapeutic areas into the commercial portfolio, aligning assets, budgets, analytics and stakeholder engagement.
- Partner with Legal, Value & Access, Supply Chain and Finance to assess post-loss-of-exclusivity volume and value erosion and inform portfolio actions.
- Build a future-ready and agile organization by attracting, retaining, engaging, coaching and developing diverse talent and high-performing teams.

Essential Requirements

- Relevant university degree; substantial senior commercial experience, including direct leadership of large teams.
- Proven P&L management experience, with successful delivery of top- and bottom-line targets in resource-constrained or competitive environments.
- Advanced strategic thinking, analytical and data-interpretation capabilities, including the use of prioritization frameworks and resource optimization across competing brands.
- Experience maximizing asset potential through strategic commercial partnerships, with the ability to manage financial and reputational risks and sustain external partner networks.
- Strong financial acumen, including budgeting, forecasting, ROI analysis, net present value and internal rate of return to assess assets and partnership opportunities.
- Digital savviness and curiosity to explore new technologies, tools, trends and solutions that improve asset and business performance.
- Effective communication, negotiation and contract management capabilities, with the credibility to influence diverse internal and external stakeholders.
- Demonstrated leadership in complex, changing environments, with the ability to translate strategy into action, make data-grounded decisions, empower teams and drive collective impact.
- Fluent in English

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.

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
Панама
Сайт
Panama
Company / Legal Entity
PA13 (FCRS = PA013) Novartis Panama, S.A.
Functional Area
Коммерция и общий менеджмент

Job Type
Full time
Employment Type
Regular
Shift Work
No

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