

Portfolio Management & LCM, Associate/ Lead/ Senior Lead

Job ID

REQ-10081809

Sep 06, 2026

LOC_JP

About the Role

Major Accountabilities

Shape portfolio strategy through analytics and insight

- Analyze portfolio and brand performance using market forecasts, financials, and competitive intelligence
- Develop clear strategic options (e.g., invest, optimize, simplify, exit) with quantified impact and trade-offs
- Support leadership decision-making by structuring insights into concise, decision-ready recommendations

Drive lifecycle and portfolio initiatives

- Lead late-lifecycle strategies such as SKU rationalization, pack optimization, and cost-to-serve improvement
- Ensure initiatives are aligned with overall portfolio priorities and country commercial strategy
- Track impact post-implementation and refine recommendations based on performance

Orchestrate cross-functional collaboration within and beyond the Commercial Portfolio Unit

- Work closely with Digital Marketing Execution to explore scalable, efficient execution models for assigned brands
- Collaborate with Commercial Partnerships & Alliances to assess internal vs. external delivery options
- Lead the structured transition and onboarding of brands from Therapeutic Areas into the Commercial Portfolio, coordinating the handover of budgets, forecasts, data, materials, and key assumptions to ensure continuity and execution readiness.

Manage portfolio governance, forecasting, and performance tracking

- Support budgeting and forecasting processes for assigned brands and portfolio segments
- Monitor performance against targets, identify risks and opportunities, and recommend corrective actions
- Contribute to portfolio reviews, governance forums, and leadership discussions

Provide senior-level contribution and informal leadership

- Serve as a subject-matter expert within the portfolio team
- Provide guidance and thought leadership without formal people management responsibility
- Model structured thinking, ownership, and cross-functional collaboration

Key Performance Indicators (Suggested priority KPIs **italicized*)

- Accuracy and timeliness of forecasts and budget submissions.

- Portfolio performance versus financial and operational targets.
- Quality, frequency, and clarity of performance vigilance insights.
- Timeliness and completeness of responses to ad hoc operational requests.
- Effectiveness of cross-functional collaboration based on stakeholder feedback.
- Compliance with portfolio investment guardrails.

Ideal Background

Education:

- Bachelor's degree in business, finance, science, or related field.
- Advanced degree preferred (e.g., Master of Business Administration (MBA)).

Languages:

- Business level English
- Native level Japanese

Experience/Professional Requirement:

- 7–10 years of commercial or marketing experience within the pharmaceutical or medical device industry, with hands-on ownership of brands across the end-to-end product lifecycle, including mature and late-stage phases beyond launch execution.
- Proven experience contributing to or leading portfolio level strategy, looking beyond individual brands to optimize, reprioritize, or revise lifecycle strategies, with particular focus on late stage value maximization and portfolio trade offs.
- Strong capability in leveraging analytics, market forecasts, and financial insights to inform strategic recommendations, portfolio choices, and lifecycle decisions.
- Proven ability to navigate complex stakeholder landscapes, aligning and orchestrating multiple internal and external functions—such as Therapeutic Areas, Finance, Digital, Medical, and other partners—to drive coherent portfolio and lifecycle outcomes.

Role Requirements

Division

DIV_IM

Business Unit

Strategic Planning & BD&L

Location

LOC_JP

Site

Toranomon (NPKK Head Office)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

FCT_MM

Job Type

Full time
Employment Type
Regular
Shift Work
No
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