

Commercial Portfolio Head

Job ID

REQ-10088447

Oct 06, 2026

LOC_PA

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.

Role Requirements

Division

DIV_IM

Business Unit

General Management

Location

LOC_PA

Site

Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area

FCT_CM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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