

Commercial Portfolio Lead

Job ID
REQ-10077144

6月 17, 2026

Ireland

摘要

#LI-Hybrid

The Commercial Portfolio Lead maximizes value generation and access across the assigned product portfolio through innovative go-to-market models, The Commercial Portfolio Lead maximizes value generation and access across the assigned product portfolio through innovative go-to-market models, strategic commercial alliances and partnerships, and disciplined lifecycle management. The role ensures efficient collaboration with country and above-country teams to execute portfolio strategies within a resource-constrained environment, sustaining portfolio value, post-LOE performance and operational excellence.

About the Role

Job Purpose

Maximize portfolio value generation and access across the lifecycle by leading portfolio strategy, partnerships and alliances, and late-stage lifecycle management. The role drives innovative go-to-market approaches and ensures effective collaboration across in-country and above-country functions to execute strategies efficiently and sustainably.

Major Accountabilities

Commercial Partnerships & Alliances

- Identify and evaluate partnership opportunities to enhance portfolio value through proactive external scanning.
- Lead negotiations and structure partnership, licensing or distribution agreements aligned with strategic objectives.
- Manage and sustain strategic alliances, ensuring value delivery and adapting to evolving business needs.
- Pilot international partnership projects with potential to scale at regional or global level.

Digital Marketing Execution

- Leverage digital channels to maintain brand visibility, engagement and compliance where appropriate.
- Manage and optimize digital content and channels to ensure relevance, governance and regulatory compliance.

Lifecycle Management (LCM)

- Build loss-of-exclusivity (LoE) excellence through early tracking, preparation and tailored brand strategies.
- Onboard brands from Therapeutic Areas into the commercial portfolio, ensuring seamless transition of assets, budgets and analytics.
- Partner with Legal, Value & Access, Supply Chain and Finance to estimate post-LoE volume and value erosion.
- Design and implement late-stage lifecycle management strategies to sustain brand value post-LoE.
- Externalize or retire assets where appropriate to reduce maintenance effort and operational complexity.

Portfolio Management

- Own portfolio budgeting and forecasting processes to support strategic and operational objectives.
- Track brand performance and market trends to inform decision-making and performance vigilance.
- Coordinate with Regulatory teams to ensure proper portfolio management including RMP fine-tuning.

- Respond to ad hoc operational requests such as recalls or packaging queries in a timely manner.
- Partner with Supply Chain to minimize stock-outs, write-offs and operational inefficiencies.

Key Performance Indicators

- Portfolio P&L performance and overall value maximization including revenue, profitability and market share.
- Successful establishment and performance of commercial partnerships and alliances.
- Digital engagement and channel performance metrics.
- Brand performance, sustainability and post-LOE value retention.
- Efficient budget management and alignment of spend to portfolio priorities.

Ideal Background

Education

- University degree in Science or Business; advanced degree in Bioscience, Medicine, Business or Management preferred.

Experience & Skills

- Proven track record of P&L and commercial portfolio management responsibility.
- Extensive experience (10+ years) within the pharmaceutical or life sciences industry.

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 \(PDF 30 MB\)](#)

Primary location salary range
€ 83,800.50 - € 155,629.50

部门
International

Business Unit
General Management

地点
Ireland

站点
Dublin (Country President Office (CPO))

Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a3671468ab91609305426", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
```

```
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =
kPlayer.setup(config); // Add the player to the global array.
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.
kalturaPlayer.loadMedia({entryId: "1d_gfvmafo"}); } catch (e) { console.error(e.message) }
```

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