NOVARTIS

Commercial Portfolio Head

Job ID
REQ-10077299

八月 06, 2026

Romania

摘要

#LI-Hybrid
Location: Bucharest, Romania

The Commercial Portfolio Head maximizes value generation and patient access across the product portfolio through innovative go-to-market models, commercial alliances and partnerships, and effective lifecycle management. The role ensures efficient collaboration with above- and in-country functions to execute strategies within a resource-constrained environment.

About the Role

Key responsibilities

- Identify, structure, negotiate, and manage commercial partnerships and alliances that enhance portfolio value and support strategic objectives across the country portfolio.

- Pilot innovative commercial and international projects with potential to scale at regional or international level.
- Drive digital marketing execution by managing compliant digital channels, content, and engagement strategies in partnership with Therapy Area leaders.
- Lead end-to-end lifecycle management for mature brands, including onboarding from TAs, loss-of-exclusivity preparation, and post-LoE value retention strategies.
- Partner with Legal, Value & Access, Supply Chain, Finance, and Regulatory functions to manage risks, volume and value erosion, and governance across the portfolio.
- Manage portfolio P&L, budgets, and forecasting, ensuring disciplined spend aligned with investment guidelines and defined ROI targets.
- Monitor brand and portfolio performance, market trends, and performance vigilance indicators to inform prioritization and decision-making.
- Oversee operational portfolio matters including ad hoc requests, recalls, packaging queries, and continuity of supply in collaboration with Supply Chain.
- Lead and coordinate cross-functional teams to execute prioritized portfolio tactics effectively and efficiently.
- Build and sustain a high-performance culture by attracting, developing, and retaining talent, strengthening succession pipelines, and role-modeling Novartis leadership behaviors.

Requirements

- University degree in science or business with extensive senior leadership experience in the pharmaceutical or life science industry; advanced degree preferred; fluency in English required, local language desirable (Romanian).
- Proven track record of P&L ownership and commercial portfolio management.
- Extensive experience leading mature product portfolios, including onboarding, LoE planning, and post-LoE value optimization.
- Demonstrated expertise in commercial partnerships, including opportunity scanning, negotiation, governance, and measurable value creation.
- Strong experience in regulated digital marketing execution, content governance, and performance analytics.
- Proven ability to lead cross-functional teams across Legal, Finance, Market Access, Regulatory, Supply Chain, and related functions.
- Strong strategic decision-making skills, including prioritization, go/no-go decisions, and resource optimization.
- Demonstrated matrix leadership capabilities with a strong focus on talent development, succession planning, and culture building.
- Enterprise mindset with a focus on long-term portfolio value, sustainability, and disciplined resource allocation.
- Outcome-oriented leadership style with clear KPI focus and data-driven execution.

Commitment to Diversity & Inclusion:

We are 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)

Primary location salary range
lei409,500.00 - lei760,500.00

部门
International

Business Unit
General Management

地点
Romania

站点
Bucuresti

Company / Legal Entity
RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af2374d8b977629401879", 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 thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }

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