

Commercial Portfolio Head Region Europe

Job ID
REQ-10078444
июл 22, 2026
Швейцария
Available in: English

Сводка

The Commercial Portfolio Head – Region Europe is accountable for driving performance of mature or in-market brands across the region. The role ensures sustainable revenue, profitability, and lifecycle value through disciplined portfolio management, lifecycle planning, and resource allocation.

About the Role

Key Responsibilities

- Maximize portfolio performance against revenue and profitability targets
- Lead lifecycle management and LOE preparation across markets
- Advise on go-to-market strategies and commercial models
- Coordinate with cross-functional teams and country organizations
- Identify and assess commercial partnership opportunities
- Manage governance, due diligence, and approvals for partnerships
- Oversee alliance performance, compliance, and issue resolution

What You'll Bring

- 10+ years of commercial experience in pharma
- Strong portfolio and lifecycle management expertise
- Experience in multi-country or regional roles
- Financial acumen and performance management skills
- Ability to lead in a matrix organization
- Strategic mindset with operational discipline

Education

University degree in life sciences, business, or related field. Advanced degree preferred.

Languages

Fluent English required. Additional languages a plus.

Why Novartis

Join Novartis to help reimagine medicine and improve lives. Work in a collaborative, innovative environment focused on delivering impact at scale.

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
CHF184,800.00 - CHF343,200.00

Дивизион

International

Business Unit

Marketing

Место

Швейцария

Сайт

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Коммерция и общий менеджмент

Job Type
Full time
Employment Type
Regular
Shift Work
No

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List of links present in page

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- 2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
- 3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Basel-City/Commercial-Portfolio-Head-Region-Europe_REQ-10078444
- 4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Basel-City/Commercial-Portfolio-Head-Region-Europe_REQ-10078444