

Commercial Manager

Job ID
REQ-10047783

4月 09, 2025

United Kingdom

摘要

Role purpose: Drive the execution of strategic commercial plan for the In-Market Brands.

About the Role

Location:

This is a London office based role with hybrid working of 12 days per month in the office.

Key responsibilities:

- Support strategic review of the In-Market Brand portfolio and identify growth strategies to enhance overall profitability

- Analyse sales data, market trends and competitor insights to optimise product strategies, including pricing, tenders, commercial deals and promotional opportunities
- Proactively outline risk and opportunities across the portfolio to support financial planning and performance reporting
- Plan and implement transition strategy for products approaching loss of exclusivity
- Support operations and work closely with supply chain & procurement to identify potential supply risks along with periodic forecasting
- Support with planning and execution of BD&L opportunities
- Ensure all activities and materials are aligned with strategy and meet the requirements of the ABPI, MHRA, Novartis principles, and competition law
- Oversee brand governance requirements by working with relevant functions such as Medical, Patient Safety, Regulatory, and Legal (RMPs, PI, safety label changes, and any POPsys requirements)
- Contribute to budget planning within team - ensure expenditure is in line with agreed budget communicating any deviations

Role Requirements:

- Experience in portfolio management, generics and branded generics, business development and licensing (BDL), and commercial contracting
- Analytical mindset with proficiency in financial analysis and modelling
- KPI development and execution to contribute to portfolio performance
- Strong business acumen and negotiation skills
- Understanding of UK market and key stakeholders, leading to market intelligence and close external collaboration
- Project management skills
- Proactive, clear, and engaging communication (verbal and written)
- Demonstrate enterprise mindset and customer focus

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

Competitive salary, Sales incentive scheme, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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>

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Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit

Universal Hierarchy Node

地点

United Kingdom

站点

London (The Westworks)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work
No

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