

Commercial Manager

Job ID
REQ-10049161

9月 02, 2025

India

摘要

As Commercial Manager, you will lead cross-functional brand strategies, manage high-performing teams, and shape market dynamics across key therapeutic areas. This role offers a meaningful opportunity to impact patient outcomes while advancing your career with one of the world's most trusted pharmaceutical companies.

About the Role

Key Responsibilities:

- Develop and execute cross-functional brand strategies aligned with business objectives and market dynamics
- Lead strategic planning and implementation of marketing and sales initiatives for assigned product portfolio
- Monitor market trends, product performance, and competitive landscape to inform decision-

making

- Drive launch readiness and maximize portfolio value across key international markets
- Ensure compliance with ethics, risk, and regulatory standards in all marketing activities
- Collaborate with cross-functional teams to shape customer experiences and campaign content
- Build and lead a high-performing team, fostering talent development and operational excellence
- Support cross-functional strategic decisions, including partnerships, policy shaping, and above-brand initiatives

Role Requirements:

- Minimum 6 years of experience in healthcare or pharmaceutical marketing
- Proven expertise in brand management and commercial strategy execution
- Demonstrated leadership in cross-functional teams and stakeholder engagement
- Strong understanding of market dynamics, product lifecycle, and launch planning
- Full-time MBA from a recognized institution
- Experience in specialty or oncology therapeutic areas preferred

Desirable Requirements:

- Experience working in international markets or with above-brand strategic initiatives
- Familiarity with policy shaping, partnerships, or cross-border healthcare marketing strategies

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>

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message

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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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部门
International

Business Unit
Universal Hierarchy Node

地点
India

站点
Mumbai (Head Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

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