

## Portfolio Manager

Job ID  
REQ-10053444

5月 29, 2025

Argentina

### 摘要

At Novartis Argentina we have #PassionForTransformingLives. We lead with passion the evolution towards an equitable and sustainable healthcare system, empowering local talent, and refining the formula to support patients in transforming their lives. We do this by focusing on our People, fostering Mastery at work and embracing the Evolution of our model.

The Portfolio Manager is responsible for enhancing the value of Novartis' drug portfolio and out-licensing opportunities by leading and developing external alliance agreements, assisting in closing business deals and contributing to decision making. It creates value by seeking, structuring, negotiating and managing collaborative arrangements with partner companies. This role contributes to long-term forecasting, strategic planning, and the execution of marketing and commercial strategies, as well as being responsible for providing financial and strategic insights to maximize portfolio impact.

This position will report to BD&L and Strategic Alliances Head

### About the Role

## Major Accountabilities

- Alliance Management & Governance: Ensures excellence in the execution of Strategic Alliances integral monitoring strategy during the Alliance Activation and Deal Governance, by being responsible for coordinating, monitoring and executing all contractual commitments considering anti-trust restrictions, specially related to co-marketing, coordinating cross-functional stakeholders (e.g., ERC, Legal, Marketing, Medical, Supply, Finance, CommEx, among others); including commercial plan execution monitoring.
- Business Development & Licensing (BD&L): Support the execution of BD&L strategies and plans by evaluating partnership opportunities, contributing to deal structuring, and supporting negotiations. Supports activities to assess/enhance the value of potential alliance. Assist in the development of business cases and risk assessments for potential alliances. Manage partnerships risks.
- Portfolio Strategy & Marketing Execution: Drive the implementation of marketing plans for portfolio brands. Monitor performance and ensure alignment with strategic objectives and market dynamics.
- Strategic & Financial Insight: Provide financial modeling and strategic insights to support long-term forecasting and portfolio planning. Contribute to scenario planning and investment prioritization.
- Project & Stakeholder Management: Collaborate with internal stakeholders to ensure timely execution of portfolio initiatives. Support project management activities and maintain alignment with global and regional priorities.
- Monitoring distribution of marketing samples (where applicable)
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

## Key Performance Indicators (KPIs)

Achievement of annual targets for TA activities.

Timely and Compliant activities execution.

Quality and impact of strategic insights and business cases

Effectiveness of marketing plan implementation

Stakeholder satisfaction and cross-functional collaboration

Contribution to regional or local decision-making processes

## Minimum Requirements for Work Experience & Skills

Education:

- Bachelor ' s or Master ' s degree in Business/Marketing/Life Sciences, or related field

Work Experience:

- Experience in portfolio management, business development, or alliance management in the pharmaceutical industry (Desirable)
- Strong understanding of healthcare systems, regulatory frameworks, and commercial models
- Excellent project management, negotiation, and communication skills
- Proven ability to work cross-functionally in a matrix environment

#### Skills:

Managing across functions and boundaries.

Proven Ability to Develop trust-based relationships with key internal and external stakeholders

Political Savvy.

Aligning people and resources.

Compliance Champion

Operating Management and Execution

Influencing without authority.

Demonstrated ability to work in a cross-functional environment.

Negotiation skills

Finance acumen

Commercial focus

Understanding of the healthcare sector.

Languages:

Proficiency in English is required.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

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

Argentina

站点

Ramallo (Argentina)

Company / Legal Entity

AR01 (FCRS = AR001) Novartis Argentina S.A.

Functional Area

BD&L & Strategic Planning

Job Type

Full time

Employment Type

Regular

Shift Work

No

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