

## Private Market Commercial Manager

Job ID  
REQ-10064608

10月 13, 2025

Australia

### 摘要

Ready to shape the future of private market access in healthcare? Novartis is seeking a dynamic Private Market Commercial Lead to build and execute our private market strategy, alternative funding models, and eCommerce roadmap within Innovative Medicines. If you 're a cross-functional leader who thrives in digital product management and omnichannel marketing, we 'd love to hear from you.

### About the Role

- Lead strategic planning and budget ownership for Private Market, Alternative Funding, and eCommerce initiatives
- Deliver high-impact marketing and eCommerce projects aligned to business objectives and brand plans
- Drive demand generation and ensure seamless lead handover to sales for measurable growth
- Partner with therapeutic area teams to integrate Private Market and Alternative Funding

activities

- Develop, priorities, and execute the eCommerce platform roadmap and lifecycle
- Optimise customer experience through effective inquiry resolution and platform support
- Ensure robust compliance with financial, regulatory, and operational standards (including order management and NFCM controls)
- Track and report KPIs, including campaign performance, user growth, partner expansion, and customer satisfaction.

## What we ' re looking for

- Bachelor ' s degree in business, marketing, or related field
- Proven experience in product development and commercialisation
- Strong background in private market, eCommerce, customer experience, omnichannel marketing, and digital product management
- Healthcare or life sciences experience preferred
- Demonstrated project management capability and delivery excellence
- Excellent stakeholder management and cross-functional collaboration
- People leadership with a track record of coaching and team development
- Solid understanding of commercial and sales processes

Make an impact where it matters. Bring your expertise to Novartis and help us advance innovative medicines through smarter private market strategies and digital experiences.

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  
Australia

站点  
New South Wales (NSW)

Company / Legal Entity  
AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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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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