

Commercial Portfolio Head

Job ID
REQ-10088447

十月 06, 2026

Panama

摘要

#LI-Hybrid
Location: Panama City, Panama

The Commercial Portfolio Head leads the commercial portfolio to maximize value, strengthen operational performance and support sustainable growth. The role oversees portfolio budgets and forecasts, lifecycle and loss-of-exclusivity strategies, digital marketing execution, external partnerships, and cross-functional coordination, while building an agile, diverse and high-performing team.

About the Role

Key responsibilities

- Lead commercial portfolio planning and performance, managing budgets and forecasts to

support portfolio ambitions and business goals.

- Partner with Regulatory on risk management plan adjustments and address ad hoc operational requirements affecting the portfolio.
- Collaborate with Supply Chain to anticipate demand and minimize stockouts, write-offs and other supply-related risks.
- Identify, evaluate and advance commercial partnership and alliance opportunities that can increase portfolio and asset value.
- Continuously scan the external environment for collaborations, maintaining a strong network of partners aligned with business priorities.
- Drive digital marketing execution to strengthen brand visibility, reach and engagement, while ensuring content and platforms remain relevant, optimized and compliant.
- Build loss-of-exclusivity excellence through tailored brand strategies and late lifecycle management tactics that sustain value and minimize erosion.
- Ensure the smooth transition of brands from therapeutic areas into the commercial portfolio, aligning assets, budgets, analytics and stakeholder engagement.
- Partner with Legal, Value & Access, Supply Chain and Finance to assess post-loss-of-exclusivity volume and value erosion and inform portfolio actions.
- Build a future-ready and agile organization by attracting, retaining, engaging, coaching and developing diverse talent and high-performing teams.

Essential Requirements

- Relevant university degree; substantial senior commercial experience, including direct leadership of large teams.
- Proven P&L management experience, with successful delivery of top- and bottom-line targets in resource-constrained or competitive environments.
- Advanced strategic thinking, analytical and data-interpretation capabilities, including the use of prioritization frameworks and resource optimization across competing brands.
- Experience maximizing asset potential through strategic commercial partnerships, with the ability to manage financial and reputational risks and sustain external partner networks.
- Strong financial acumen, including budgeting, forecasting, ROI analysis, net present value and internal rate of return to assess assets and partnership opportunities.
- Digital savviness and curiosity to explore new technologies, tools, trends and solutions that improve asset and business performance.
- Effective communication, negotiation and contract management capabilities, with the credibility to influence diverse internal and external stakeholders.
- Demonstrated leadership in complex, changing environments, with the ability to translate strategy into action, make data-grounded decisions, empower teams and drive collective impact.
- Fluent in English

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

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 \(PDF 30 MB\)](#)

部門
International

Business Unit
General Management

地点
Panama

站点
Panama

Company / Legal Entity
PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area
Commercial & General Management

Job Type
Full time

Employment Type
Regular

Shift Work
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ac740323fee6681313946", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise.then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_data_layer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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