

# Portfolio Manager - QLD, SA & NT

Job ID  
REQ-10034019  
Dec 16, 2024  
Australia

## Summary

Novartis is a global pharmaceutical and healthcare company committed to improving the lives of patients and making a lasting impact on global health. With a rich history spanning over 250 years, Novartis has established itself as a leader in the industry, combining cutting-edge medical science with innovative technology to develop and deliver life-changing medicines and healthcare solutions.

Novartis, driven by a robust pipeline of strong medicines, is undergoing an exciting evolution that promises business growth and the swift delivery of innovative medicines to patients. As part of this transformation, we are seeking a highly motivated and experienced Portfolio Manager to join our In-Market Brands team (IMB).

As a key member of the In-Market Brands (IMB) team, you will have the opportunity to drive business growth, establish strong partnerships, and deliver better patient outcomes by identifying, creating, and executing value-based solutions with strategic key accounts. The IMB portfolio consists of over 60+ molecules across 7+ therapeutic areas and accounts for almost half of Novartis sales. We are looking for someone with a relentless hunter mindset, and the ability to communicate effectively across all levels.

## About the Role

- Identify and prioritize key strategic accounts: Define, identify, and prioritize key strategic accounts that align with Novartis business strategy. Focus on Pharmacy, Private and Public Hospitals, and key healthcare providers.
- Develop and execute joint business plans: Work closely with strategic accounts to develop and execute joint business plans tailored to their individual needs. Provide regular reporting on these plans to ensure alignment and achievement of key performance objectives.
- Establish cross-divisional partnerships: Collaborate with Trade & BD&L Manager to establish partnerships with pharmacy chains, e-pharmacy, and discount pharmacy networks, expanding market reach and creating growth opportunities.
- Support local state tender activities: Support and implement local state tender activities with private and public healthcare organizations, ensuring compliance with tender requirements and maximizing opportunities for Novartis products.
- Drive patient access and partnership models: Partner with specialized pharmacy accounts to increase patient access to Novartis portfolio through unique partnership models. Focus on increasing compliance, reducing generic impact, and improving patient access.
- Ensure cross-functional alignment: Collaborate and align with key functions such as Marketing, Sales, Market Access, Medical, Legal, Contract & Tenders, ERC, Trade and BD&L, and others to drive effective strategies and maximize commercial opportunities.
- Establish long-term partnerships: Focus on establishing long-term partnerships with pharmacy, clinics,

and hospitals based on "win-win" offerings that benefit both Novartis and the strategic accounts.

- Contribute to commercial product and portfolio strategies: Provide input into and co-develop commercial product and portfolio strategies within the key account setting, ensuring alignment with strategic account needs and driving mutual growth.
- Compliance with policies and ethical standards: Ensure all activities comply with company policies, MA Code, relevant Acts, legal demands, and ethical standards. Adhere to Novartis Code of Ethics, BeSure requirements, and Medicines Australia guidelines.
- Reporting adverse events: Promptly report any adverse events to the PV department in accordance with company procedures, ensuring patient safety and compliance with regulatory requirements.

#### **What you'll bring:**

- University degree in Science and/or degree in Business Marketing (not compulsory).
- Minimum 5 years' experience in a Key Account Management or similar customer-facing roles in the pharmaceutical, consumer health, medical device, or FMCG industry.
- Strong experience within a matrix organization to influence without authority.
- Experience within retail pharmacy and hospital pharmacy settings would be advantageous.

**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>

Division

International

Business Unit

Innovative Medicines

Location

Australia

Site

Queensland (QLD)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

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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