

# Portfolio Management Brazil Head

Job ID  
REQ-10038430  
Feb 05, 2025  
Brazil

## Summary

This executive will be responsible for a consistent, cross-functional brand strategy shaping and implementation, for all assets having moved from Global to International TA until the handover to IBBI. Will evolve globally created early brand strategies, such as the Integrated Product Strategies (IPS) into a competitive, truly cross-functional launch plan that is fit-for-purpose for core IMI markets and sets a foundation of launch success for Novartis' next blockbusters.

## About the Role

### Key responsibilities:

- Drive the growth of the TAs by establishing growth plans for existing products, effectively managing their life cycle, successfully launching line extensions; and establishing and managing effective strategic partnerships.
- Entrepreneurial approach to portfolio management to optimize ROI across a diverse range of brands through the lifecycle by actively partnering with key stakeholders, investing across brands with shared/pooled services and flexibly budgeting according to prioritized outcomes.
- Use digital engagement channels, innovative access models & cross-portfolio approaches to optimize value across the lifecycle of the brands.
- Develop the retail portfolio strategy, product segmentation, demand generation, distribution, channels, pricing, and partners.  
Make VMS commercial operation simpler and leverage the platform (campaign and communication).
- Lead due diligence, build a network of contacts, oversee the evaluation of partnerships at multiple levels execute organization objectives through proactive alliance management,

### Essential Requirements:

- Significant leadership experience and proven ability to manage and motivate associates of widely varying backgrounds and different therapeutic areas and strategies.
- Experience with sales force commercial teams with different expertise and maturity levels.
- Proven track record of P&L and commercial management responsibility  
Diverse Portfolio management expertise throughout the end-to-end lifecycle.
- Experience in developing and executing risk-sharing agreements and licenses (OSB).
- Ability to secure integrity and compliance, regulations and guidelines
- Strong knowledge of the Brazilian Healthcare system.
- Strong Knowledge to drive marketing and commercial.
- Fluent in English and Portuguese fluent.

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>

You'll receive: Competitive salary, annual bonus, life insurance, home office policy (home office 2x a week), retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access the Novartis Life Handbook: <https://www.novartis.com/careers/benefits-rewards>

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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Careers: <https://www.novartis.com/careers>

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

**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

Brazil

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Commercial & General Management

Job Type

Full time

Employment Type

Regular

Shift Work

No

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