

Portfolio Management Manager

Job ID

REQ-10079214

May 28, 2026

LOC_ZA

About the Role

Major Accountabilities:

Drive Portfolio Value & Performance Management

- Lead portfolio planning, budgeting, and forecasting to ensure optimal value delivery
- Monitor portfolio performance (sales, demand, supply, access status) and identify risks or opportunities
- Drive performance vigilance, including lifecycle management of in-market and mature brands
- Provide data-driven recommendations to adjust portfolio priorities based on market dynamics and performance
- Support annual planning cycles, quarterly reviews, and long-range portfolio planning

Translate Pharmacy Strategy into Portfolio Objectives:

- Understanding of the pharmacy-specific environment, its current state and how it evolves. Ensure portfolio plans address pharmacy-specific dynamics, understands the strategy and finds opportunities to optimise (e.g., stocking behaviour, substitution rules, generics pressure)
- Translate country pharmacy strategy into clear portfolio objectives and priorities. Identify portfolio opportunities to strengthen pharmacy recommendation, substitution, and pull-through.
- Partner with pharmacy-facing functions to align portfolio initiatives with pharmacy needs and realities.
- Track and assess pharmacy performance indicators relevant to portfolio success

Cross-Functional Portfolio Orchestration:

- Act as the integrator across brand, access, medical, pharmacy, and execution excellence teams. Coordinate portfolio priorities and trade-offs across brands and channels. Support alignment between portfolio strategy, access initiatives, and pharmacy execution.
- Enable consistent execution by clarifying roles, priorities, and dependencies across functions. Coordinate input and timelines with Commercial, Medical, Value & Access, Finance, and Procurement teams.
- Facilitate information flow to ensure smooth execution of customer engagement activities. Support alignment between engagement plans, execution, and reporting requirements.
- Enable teams to focus on customer strategy by managing operational complexity. Ensure alignment between portfolio objectives, pharmacy initiatives, and execution metrics.
- Track execution progress and escalate misalignments or risks in a timely manner

Portfolio Governance & Decision Support:

- Support governance processes for portfolio prioritisation, approvals, and resource allocation. Ensure portfolio decisions are compliant with internal policies, ethics, and regulatory requirements. Prepare high-quality portfolio analyses and recommendations for leadership and governance forums. Ensure transparency, documentation, and audit readiness for portfolio-related decisions

Demand, Supply & Lifecycle Management:

- Partner with Supply Chain, Finance and BD&L to align demand forecasts with portfolio priorities. Identify pharmacy-related risks to demand or supply continuity and propose mitigation actions. Support lifecycle decisions for mature, declining, or resource-constrained brands. Contribute to decisions on portfolio simplification, prioritisation, or optimisation

Portfolio Insights & External Environment Monitoring.

- Monitor market, competitive, policy, and pharmacy-specific trends impacting the portfolio. Assess regulatory, pricing, and reimbursement developments affecting pharmacy channels.
- Provide insights to inform access, pricing, and pharmacy strategy decisions. Support scenario planning and risk mitigation for the portfolio
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Education :

- Tertiary qualification, preferably business and allied medical sciences

Languages:

- English

Experience/Professional Requirement:

- 5-8 years in portfolio management, commercial operations, finance, or related roles.
- Experience in pharmaceuticals, healthcare, or other regulated industries.
- Background in budgeting, forecasting, analytics, or product management.
- Strong analytical skills and ability to interpret commercial and market data.
- Knowledge of portfolio management, budgeting, forecasting, data analytics, and product performance management
- Understanding of regulatory interfaces requirements.
- Ability to act with integrity at all times
- Strong collaboration and communication skills.
- Structured, proactive, and focused on operational excellence.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Sales

Location

LOC_ZA

Site

Midrand

Company / Legal Entity

ZA01 (FCRS = ZA001) Novartis SA (Pty) Ltd.

Functional Area

FCT_CM

Job Type

Full time

Employment Type

Regular

Shift Work

No

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