

# Commercial Manager

Job ID

REQ-10049161

Jun 29, 2025

India

## Summary

As Group Product Manager, you will lead cross-functional brand strategies, manage high-performing teams, and shape market dynamics across key therapeutic areas. This role offers a meaningful opportunity to impact patient outcomes while advancing your career with one of the world's most trusted pharmaceutical companies.

## About the Role

## Key Responsibilities:

- Develop and execute cross-functional brand strategies aligned with business objectives and market dynamics
- Lead strategic planning and implementation of marketing and sales initiatives for assigned product portfolio
- Monitor market trends, product performance, and competitive landscape to inform decision-making
- Drive launch readiness and maximize portfolio value across key international markets
- Ensure compliance with ethics, risk, and regulatory standards in all marketing activities
- Collaborate with cross-functional teams to shape customer experiences and campaign content
- Build and lead a high-performing team, fostering talent development and operational excellence
- Support cross-functional strategic decisions, including partnerships, policy shaping, and above-brand initiatives

## Role Requirements:

- Minimum 6 years of experience in healthcare or pharmaceutical marketing
- Proven expertise in brand management and commercial strategy execution
- Demonstrated leadership in cross-functional teams and stakeholder engagement
- Strong understanding of market dynamics, product lifecycle, and launch planning
- Full-time MBA from a recognized institution
- Experience in specialty or oncology therapeutic areas preferred

## Desirable Requirements:

- Experience working in international markets or with above-brand strategic initiatives
- Familiarity with policy shaping, partnerships, or cross-border healthcare marketing strategies

## 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: You can find everything you need to know about our benefits and rewards in 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.

#### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message

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 Network here:

<https://talentnetwork.novartis.com/network>

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**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>

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**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>

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Business Unit

Universal Hierarchy Node

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