

# Commercial Manager, In Market Brands

Job ID  
REQ-10054289  
Jun 16, 2025  
Australia

## Summary

Ready to take the lead in shaping the future of pharmaceuticals? Join Novartis ANZ as a Commercial Manager and play a pivotal role in driving ambitious strategies, accelerating business growth, and steering key market initiatives.

In this high-impact position, you will be responsible for the non-promoted portfolio of In-Market Brands (IMB) which is an essential part of Novartis ANZ's success. With evolving priorities around strategic brand promotion, your expertise will be critical in maximising the value and volume of non-promoted products.

Step into this exciting opportunity to redefine late lifecycle brand strategies and showcase your commercial leadership at the leading the industry!

## About the Role

- Take ownership of the development and execution of market-shifting strategies
- Portfolio maximisation by unlocking incremental value and margin with pricing strategies, volume growth, channel expansion, and customer engagement.
- Develop targeted educational campaigns that amplify customer awareness for non-promoted products.
- Collaborate with tender and contract managers to maximise growth opportunities across all stages of the lifecycle.
- Be a trusted partner to the Business Development and Commercial Alliance teams, providing insights and creating strategic proposals.
- Identify pricing movement opportunities to unleash accelerated growth.
- Be a forward-thinker in navigating industry shifts and environmental challenges. From price disclosure and biosimilar policies to strategic agreements with key stakeholders, your leadership will shape Novartis ANZ's future.

## What You Bring to the Team:

- Bachelor's degree in Business, Economics, Finance, or equivalent; MBA preferred.
- 5+ years' experience in marketing, finance, portfolio management, consulting, or market access within pharmaceuticals, OTC, or generics sectors.
- Proven results in commercial roles including marketing, sales, and/or finances.
- Advanced financial modelling, analytical mindset, and insight-driven planning.
- Exceptional communication, project management, and stakeholder engagement skills.
- Knowledge of Australian pharmaceutical dynamics (PBS, pharmacy channels, price disclosure) is a huge plus!

**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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Division  
International  
Business Unit  
Innovative Medicines  
Location  
Australia  
Site  
New South Wales (NSW)  
Company / Legal Entity  
AU04 (FCRS = AU004) AU Pharma Pty Ltd  
Functional Area  
Marketing  
Job Type  
Full time  
Employment Type  
Regular  
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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