NOVARTIS

Field Excellence Manager

Job ID
REQ-10091036
Окт. 27, 2026
Украина
Available in: English | Deutsch | Español | Français | Italiano | 日本語 | Nederlands | Русский | Slovenščina | Türk | 中文

Сводка

-Supports assigned sales managers during all field force administration phases (field force design and resource allocation, territory design, sales target/call plan setting, performance evaluation and monitoring etc.) providing insightful and value-added analysis, reliable KPIs and precise numbers.

About the Role

Major accountabilities:

- Autonomously manage sales force effectiveness topics of the assigned area
- Responsible for providing inputs related to field force size, structure and deployment within the assigned team
- Implementation and monitoring of sales target, call planning, segmentation and targeting processes
- Responsible for Sales Force Effectiveness tools management for the assigned area
- Contact point for all information related to Sales Force Effectiveness analysis
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Distribution of marketing samples (where applicable)

Key performance indicators:

- Quality of analysis -Field Force Optimization, Segmentation & Targeting, Call Planning and Field Analytics.
- Management of Customer Relationship Management system(s) including data maintenance, field force support and training

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)

Дивизион
International
Business Unit
Other
Место
Украина
Сайт
Kyiv
Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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