NOVARTIS

Senior Field Excellence Manager

Job ID
REQ-10092079
Ноя. 05, 2026
Китай

Сводка

The Senior Field Excellence Manager is responsible for developing forward-looking Field Excellence strategies, methodologies, and AI-enabled capabilities to improve field force effectiveness and productivity. The role combines business expertise, advanced analytics, and AI to build scalable FE solutions across key areas including field force deployment, customer segmentation and targeting, resource allocation, performance management, and field execution.

About the Role

Key Responsibilities

FE Strategy & Framework Design

- Develop and evolve FE strategies, frameworks, and methodologies aligned with business priorities and market dynamics.
- Design scalable approaches across field force deployment, segmentation and targeting, resource allocation, and performance management.

Advanced Analytics & Decision Support

- Integrate sales, market, customer, engagement, and field data to generate strategic insights.
- Conduct scenario analyses and translate complex findings into clear management recommendations.

AI&Digital Enablement

- Identify high-value AI and advanced analytics use cases across FE.
- Translate business questions into analytical problems, AI use cases, business rules, and success criteria.
- Lead pilots and evaluate new AI-enabled FE solutions.

FE Capability Building

- Lead strategic and cross-TA FE initiatives requiring common methodologies or new capabilities.
- Build reusable FE methodologies, tools, and best practices.

Key Experience & Capabilities

- Strong experience in Field Excellence, SFE, Commercial Excellence, business analytics, or related functions in the pharmaceutical industry.
- Strong strategic and analytical thinking.
- Experience in advanced analytics, AI, or digital transformation preferred.
- Strong scenario planning, problem-solving, and management storytelling skills.
- Strong cross-functional communication and influencing skills.
- Fluent written and spoken English.

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
Sales
Место
Китай
Сайт
Shanghai (Shanghai)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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