

Area Manager

Job ID
REQ-10084188
июл 21, 2026
Таиланд
Available in: English

Сводка

-The First Line Sales Manager (FLM) drives sales performance by leading a diverse commercial team and engaging with key stakeholders to drive tailored customer experiences and deliver value. They recruit, develop, retain and coach individuals to successfully deliver on strategic and commercial territory objectives. They instill a culture of high performance and accountability that inspires and motivates the team to execute on customer-centric brand strategy and tactics in a compliant and ethical way. The FLM leads, executes and follows up on brand strategy and tactics in their regions, sharing field insights in order to drive customer engagement and performance.

About the Role

Major accountabilities:

- Plan, adapt and communicate effective strategy for execution based on deep local knowledge, augmenting experience and instinct with data and insights.
- Translate the national customer engagement strategy and objectives into territory implementation plans to achieve agreed targets.
- Ensure local plans are executed according to strategy and follow up to determine targets are achieved.
- Advocate critical processes necessary to support customer excellence and drive team engagement and adoption
- Leverage available data to drive business performance and aid decision-making in complex and high-pressure situations, considering risks and impact
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.

Minimum Requirements:

Work Experience:

- Able to understand changing dynamics of Pharmaceutical industry.
- Market Knowledge and Network is desirable.
- Sales in Healthcare / Pharma / related business.

Languages:

- 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>

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Дивизион
International
Business Unit
Sales
Место
Таиланд
Сайт
Bangkok
Company / Legal Entity
TH05 (FCRS = TH005) Novartis (Thailand) Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

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