

Regional Sales Manager

Job ID
REQ-10073208
мар 08, 2026
Тайвань

Сводка

#LI-Hybrid

This role is based in Taipei, Taiwan. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

This role will report to Sales Head and align organizational objectives to develop and execute robust business plans, strategies, and tactical initiatives for the assigned region, ensuring effective prioritization and optimal deployment of resources. You will take full accountability for building, leading, and developing a high-performing team that drives disciplined execution, proactively identifies market insights, and consistently delivers against performance objectives while improving patient outcomes.

You will foster strong, trust-based relationships with customers and collaborate effectively with cross-functional internal stakeholders to enable seamless execution and sustainable business impact.

About the Role

Key Responsibilities:

- Territory Management: Lead and manage the Northern and Eastern Taiwan region (Taipei, Taoyuan, Keelung, Yilan, Hualien, Taitung) with full accountability for business performance and execution excellence.
- Build, coach, and develop a high-performing team to drive sustainable business growth, strong engagement, and continuous people development
- Develop and execute regional business plans by leveraging deep understanding of territory dynamics, customer needs, and market insights.
- Opportunity Identification: Proactively identify, prioritize, and capture early-stage business opportunities to support brand strategy and long-term growth.
- Cross-Functional Collaboration: Partner closely with cross-functional teams to ensure alignment on shared objectives and seamless execution across the organization.
- Execution & Performance Management: Set clear sales targets, optimize resource allocation, and rigorously track execution progress to ensure timely, high-quality delivery of results.

Minimum Requirements:

- Bachelor degree or above, major in life science, medical, pharmacy related subjects preferred.
- At least 5 years above customer facing experience (e.g. sales, marketing, medical) with proven track record (e.g. award recognition); With people management experience is a plus.
- Project-led of cross-functions experience and multichannel sales experience.
- Multiple brands sales experience including pre-launch initiatives.
- Cross-team project experience with positive feedback and influencing (referring to V&B role model: collaboration, influence on team performance).

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
General Management
Место
Тайвань
Сайт
Taipei
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

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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