

Area Manager- Mekong and Southeast

Job ID REQ-10021429

9月 06, 2024

Vietnam

摘要

Location: Can Tho, Vietnam #LI-Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role:

As Area Manager, you build and execute strategies and plan for the responsible product in the assigned areas to drive the performance, market share and optimal resource utilization.

This role reports directly into the Field Force Manager.

About the Role

- Applies product strategies to develop and implement business plans for assigned area.
- Accountable for performance of their team.

- Accountable for initiatives and tactics of defined products, plan; implements closely monitors
 operational activities with optimal resource utilization.
- Develops in-depth understanding of the area's market environment, hospitals, key decision makers and doctors; communicates stakeholder insights to internal associates and supports development to new business strategies.
- Delivers the business and account plans and required results for own Key Accounts;
- Serves as a communication bridge from field to Marketing and Field Force Manager.
- Accountable for continuous improvement of team detailing skills and product knowledge.
 Builds and fosters a team culture that values, recognizes and generates high performance.
- Leads a high-performing team, hires, trains and develops reps as necessary, supports field training.
- Works within ethical and compliance policies.

Essential Requirements:

- Education: Bachelor degree in pharmacy or medicine.
- 3+ years of experience at the same position.
- Good leadership and stakeholder management.
- Strong business acumen.

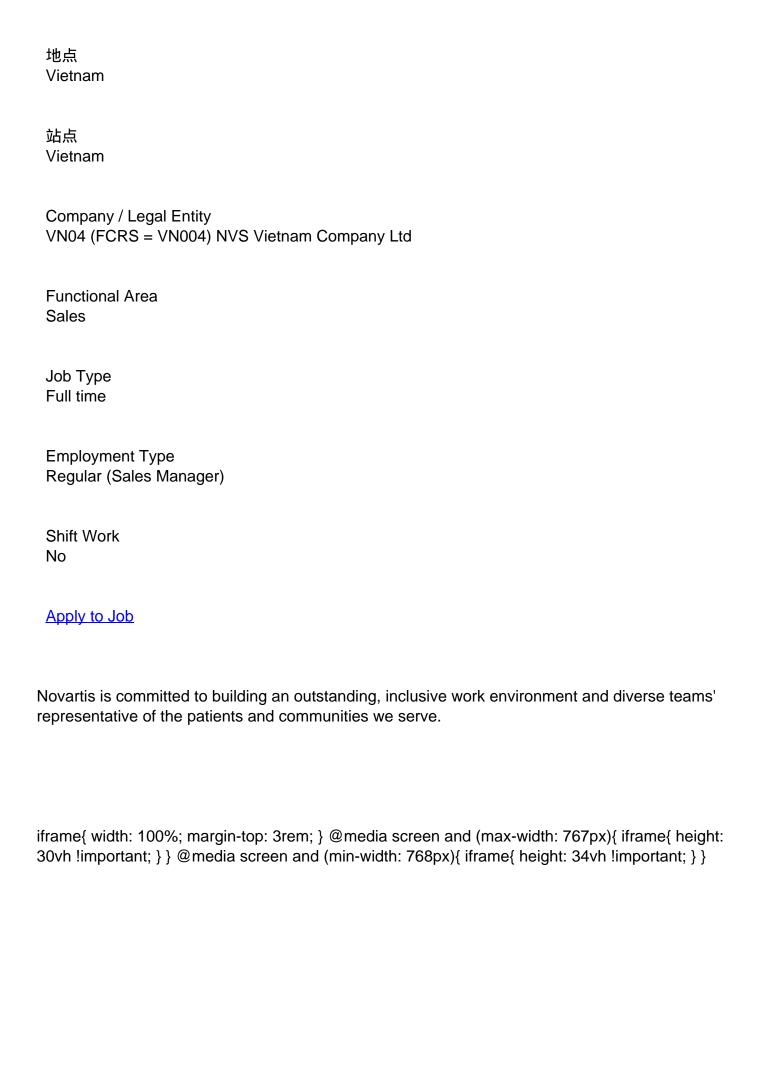
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Business Unit Innovative Medicines





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