

## Manager, Trade Sales

Job ID  
REQ-10028703

1月 29, 2025

Philippines

### 摘要

Location: Manila #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:

Responsible for execution, and performance of all initiatives designed to guarantee presence of Novartis products through various distribution channels.

This role will report directly to Senior Manager, National Trade Sales.

### About the Role

- Drive achievement of Novartis business goals by ensuring high trade customer service levels
- Lead in trade implementation within key customers; Lead the creation of a customer-centric

approach across the function

- Share best practices on distribution processes
- Promotional and informational campaign on various distribution channels i.e., wholesalers, retailers, distributors
- Be the link between Field Force and Customer Service in managing shortages
- Ensure adequate reporting of adverse events / technical complaint / compliance issue in accordance with company procedures

#### Essential Requirements:

- University degree in Science of Business Marketing
- 4-5 years operational experience in customer-facing roles with some sales leadership including key account management
- Highly strategic and creative in business development
- Highly analytical both in numbers and situation
- Excellent communication and negotiation skills
- Good knowledge of the Industry and customer handling expertise
- Strong leadership

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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部门

International

Business Unit

Innovative Medicines

地点  
Philippines

站点  
Makati City

Company / Legal Entity  
PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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