

Manager, Trade Sales

Job ID REQ-10028703

11月 14, 2024

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

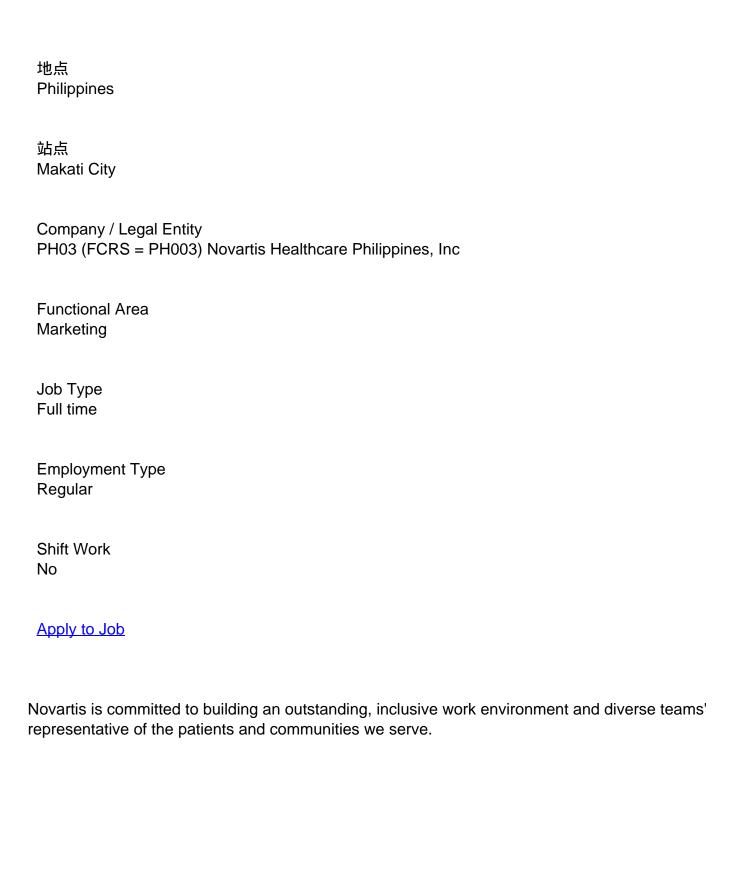
Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: https://talentnetwork.novartis.com/network

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: https://www.novartis.com/careers/benefits-rewards

部门 International

Business Unit Innovative Medicines





Job ID REQ-10028703

Manager, Trade Sales

Apply to Job

Source URL:

https://prod1.novartis.com.cn/careers/career-search/job/details/req-10028703-manager-trade-sales

List of links present in page

- 1. https://www.novartis.com/about/strategy/people-and-culture
- 2. https://talentnetwork.novartis.com/network
- 3. https://www.novartis.com/careers/benefits-rewards
- 4. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Makati-City/Manager--Trade-SalesREQ-10028703-2
- 5. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Makati-City/Manager--Trade-SalesREQ-10028703-2