

Field Excellence Manager

Job ID
REQ-10088261

9月 17, 2026

Portugal

摘要

Are you passionate about transforming data into action, enabling high-performing teams, and driving operational excellence in a complex and fast-paced environment?
At Novartis Portugal, we're looking for a Field Excellence Manager to play a pivotal role in strengthening data-driven and compliant field execution across our Commercial and Value & Access organizations. This is a unique opportunity to sit at the intersection of analytics, field operations, CRM enablement, incentives, and digital transformation.

About the Role

What you'll do

- Own the end-to-end field incentive process, from analytics and performance measurement to governance, calculations, and continuous optimization, enabling high-performing field teams
- Drive territory design, call planning, and field force effectiveness

Lead CRM and field platform enablement, including AI-powered capabilities
Partner with Commercial, V&A, Finance, Integrated Insights, and DAP teams
Simplify, automate, and continuously improve field execution processes

What we're looking for

- 5-7 years ' experience in Field Excellence, Commercial Operations, Sales Force Effectiveness, CRM, or advanced analytics
- Strong analytical mindset with the ability to translate insights into business impact
- Hands-on expertise in CRM platforms, incentive schemes, and field force operations
- Excellent stakeholder management and influencing skills
- Passion for continuous improvement, innovation, and digital transformation
- University degree in business, management, finance, engineering, life sciences, economics or a related field

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 \(PDF 30 MB\)](#)

部门

International

Business Unit

General Management

地点

Portugal

站点

Sintra

Company / Legal Entity
PT05 (FCRS = PT005) PT Pharma

Functional Area
Marketing

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
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"kalturaplayer6aac8a330c065176296422", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
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false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =  
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a  
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to  
capture the player directly. thumbEmbedPromise .then(function(player) {  
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataalayer.js that a new player is ready so  
it can // attach custom event listeners immediately, regardless of when // the user clicked the  
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {  
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {  
console.error(e.message) }
```

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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Sintra/Field-Excellence-ManagerREQ-10088261>
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