NOVARTIS

Senior Field Excellence Manager

Job ID
REQ-10092079

十一月 05, 2026

China

摘要

The Senior Field Excellence Manager is responsible for developing forward-looking Field Excellence strategies, methodologies, and AI-enabled capabilities to improve field force effectiveness and productivity. The role combines business expertise, advanced analytics, and AI to build scalable FE solutions across key areas including field force deployment, customer segmentation and targeting, resource allocation, performance management, and field execution.

About the Role

Key Responsibilities

FE Strategy & Framework Design

- Develop and evolve FE strategies, frameworks, and methodologies aligned with business priorities and market dynamics.
- Design scalable approaches across field force deployment, segmentation and targeting, resource allocation, and performance management.

Advanced Analytics & Decision Support

- Integrate sales, market, customer, engagement, and field data to generate strategic insights.
- Conduct scenario analyses and translate complex findings into clear management recommendations.

AI&Digital Enablement

- Identify high-value AI and advanced analytics use cases across FE.
- Translate business questions into analytical problems, AI use cases, business rules, and success criteria.
- Lead pilots and evaluate new AI-enabled FE solutions.

FE Capability Building

- Lead strategic and cross-TA FE initiatives requiring common methodologies or new capabilities.
- Build reusable FE methodologies, tools, and best practices.

Key Experience & Capabilities

- Strong experience in Field Excellence, SFE, Commercial Excellence, business analytics, or related functions in the pharmaceutical industry.
- Strong strategic and analytical thinking.
- Experience in advanced analytics, AI, or digital transformation preferred.
- Strong scenario planning, problem-solving, and management storytelling skills.
- Strong cross-functional communication and influencing skills.
- Fluent written and spoken English.

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
Sales

地点
China

站点
Shanghai (Shanghai)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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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 = []; config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: 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 datalayer.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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