NOVARTIS

Field Excellence Manager

Job ID
REQ-10092081

十一月 05, 2026

China

摘要

The Field Excellence manager supports FE Lead/ Senior Managers & coordinate with FE COE and relevant functions to deliver required solutions and support, ensuring business priorities are translated into practical FE solutions and effectively implemented.

About the Role

Key Responsibilities

FE Solution & Execution

- Translate business requirements into FE solutions across deployment, territory alignment, segmentation and targeting, KPI/performance management, and incentive areas.

- Coordinate with FE COE and relevant functions to deliver required solutions and support.
- Drive implementation and follow-up of agreed FE initiatives.

Insights &Performance Support

- Monitor field performance and execution through relevant data and KPIs.
- Identify key gaps and opportunities and provide actionable insights to support business decisions.
- Support regular business reviews and follow-up actions.

Cross-functional Collaboration

- Facilitate communication and alignment between business teams and FE stakeholders.
- Coordinate planning timelines, business inputs, and implementation.
- Support business planning cycles, organizational changes, and key field force initiatives.

Key Experience & Capabilities

- Good understanding of Field Excellence and commercial operations.
- Strong business partnering and stakeholder management skills.
- Analytical and problem-solving mindset.
- Strong execution and coordination capability.
- Ability to manage multiple priorities in a dynamic business environment.
- Fluent written and spoken English.

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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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(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 } }; }

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