

CRM & Incentives Lead

Job ID
REQ-10051515

5月 16, 2025

Mexico

摘要

Location: Mexico City, #LI-Hybrid

- Leads the delivery of multiple projects across a variety of creative and marketing channels, including print and digital media.
- Works in collaboration with brand teams, technical teams and all functions to maximize value.
- Provides consultancy and assistance on strategy for commercialization of products, and influence marketing/Marketing Sales Operation team on decision making on Sales Force resource allocation in most optimal ways, through delivery of proven analytics-based projects.

About the Role

Major accountabilities:

- Planning and management, gather requirements to develop detailed Project plans and Project

estimations to task level.

- Proactively assist the Business to identify upcoming conflicts and resource gaps.
- Serve as interface with the global and local Brand teams on Project Planning and delivery management.
- Leads and delivers projects for Regional and global teams, ensuring adherence to timelines and quality objectives.
- Ensures delivery of efficient and high-quality deliverables.
- Manages an efficient and high-quality team that promotes synergy and best practice sharing among resources, drives collaboration with Country Organizations in managing high standards of communication and delivering best in class services.
- Provide guidance on training requirements in relation to Commercial processes -Takes initiative to drive standardization of reports across brands.

Key performance indicators:

- Quality and accuracy of forecast assumptions.
- High understanding and management of sales force performance measurement platforms, VEEVA, IQVIA, PowerBi.
- Good customer satisfaction scores.
- Ability to manage multiple stakeholders / projects.

Skills:

- High levels of collaboration, drive (is a must) and team spirit Strategic thinking Adaptable to change with the environment Fluent in English Proactive, Curiosity, Resilience

Education & Qualification

- Experience: 2+ years in business intelligence, commercial operations, or similar roles. Pharma industry experience is a plus.
- Cross Cultural Experience.
- Advanced Excel, Power BI, Veeva, IQVIA, and data visualization tools.
- Strong analytical, communication, and project management skills.
- Strategic mindset with a hands-on approach.
- Education: Bachelor ' s degree in engineering, Business Administration, Economics, or related fields.
- Languages: Fluent in English.

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>

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.



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