

Trade Sales Manager

Job ID
REQ-10062760

9月 25, 2025

Philippines

摘要

Responsible for execution, and performance of all initiatives designed to guarantee presence of Novartis products through various distribution channels.

About the Role

Major accountabilities:

- 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

- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Key performance indicators:

- Elaboration of plans / projects, their execution and measurement -Revenue, market share market availability, time to market, pricing vs targets
- Compliance with stringent and complex compliance procedures

Minimum Requirements:

Work Experience:

- Cross Cultural Experience.
- Project Management.
- Operations Management and Execution.

Skills:

- Brand Marketing.
- Category Management.
- Customer Marketing.
- Customer Service.
- Key Account Management.
- Marketing Plans.
- Media Campaigns.
- Merchandising.
- Promotion (Marketing).
- Return On Investment (Roi).
- Sales.
- Strategic Sourcing.

Languages:

- 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>

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<https://talentnetwork.novartis.com/network>

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部门

Finance

Business Unit

Innovative Medicines

地点

Philippines

站点

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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