

Trade and Contracts Governance Manager

Job ID
REQ-10081878

7月 28, 2026

Philippines

Available in: English

摘要

Trade and Contracts Governance Manager
Location : Manila

#LI-Hybrid

Are you passionate about building strong trade partnerships, driving commercial excellence, and ensuring robust governance across contracts and customer programs? Novartis is looking for a Trade and Contracts Governance Manager to support business growth through effective trade channel management, contract governance, data accuracy, and cross-functional collaboration.

In this role, you will help strengthen Novartis' position as a preferred partner of choice by ensuring high customer service levels, supporting trade program implementation, managing assigned accounts and channels, and enabling smooth end-to-end processes across orders, deliveries, rebates, claims, and related commercial activities.

About the Role

Major accountabilities:

- Develop and execute business plans, priorities, budgets, and performance objectives for assigned trade accounts and channels.
- Partner closely with Sales, Marketing, Value & Access, Finance, and other key functions to ensure alignment and execution excellence.
- Oversee end-to-end account and channel processes, including customer orders, deliveries, rebates, claims, data management, and process validation.
- Manage contract lifecycle activities, ensuring proper documentation, validation, compliance, and alignment with approved processes.
- Monitor account performance, stock levels, KPIs, trade programs, and contract adherence to support business objectives.
- Provide market insights, identify opportunities, and support business reviews with field sales and assigned channels.
- Drive ethical, compliant business practices in line with the Novartis Code of Ethics, quality, pharmacovigilance, and risk management standards.

Requirements:

- University degree in Science, Business, Marketing, or a related field.
- Operational experience in customer-facing roles, ideally with sales leadership exposure and key account management experience.
- Strong understanding of contract management, process governance, data validation, and commercial operations.
- Analytical mindset with the ability to interpret data, validate numbers, and recommend process improvements.
- Strong stakeholder management, communication, negotiation, and cross-functional collaboration skills.
- High ethical standards, business acumen, and the ability to operate in a regulated environment.

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
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

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a6acfee53269782907554", 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 = [];
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 kalturadatalayer.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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