NOVARTIS

Area Manager - CRM

Job ID
REQ-10090309

十一月 11, 2026

Taiwan

摘要

Area Manager
Location : Taipei
#LI- Onsite

Are you a sales leader who brings out the best in your team and delivers results that matter to patients? Join Novartis as Area Manager and lead a high-performing team that brings innovative medicines to the patients who need them.

You'll lead a regional sales team as a first-level line manager. You'll own the sales operations plan and be accountable for sales and performance targets in your territory and product area. Most importantly, you'll build a capable, motivated team through hands-on coaching, training and strong commercial programmes.

About the Role

Major accountabilities:

- Lead, hire, coach and develop a high-performing team of Medical Representatives and Product Specialists
- Drive your team's sales, productivity and performance targets through clear business plans and brand strategy
- Build trusted relationships with key account decision makers, key opinion leaders and patient associations
- Grow the business by keeping existing clients and opening new opportunities
- Manage area sales and expense budgets, and use resources wisely to deliver results
- Connect senior leadership with the field team, turning strategy into action
- Track market trends, competitor activity and pricing to sharpen your team's edge
- Keep your team's product and disease-area knowledge strong, with excellent customer service
- Build a culture of integrity and full compliance with Novartis policies and procedures

Requirements:

- Minimum 5 years of sales experience in pharmaceuticals or a related industry, including people management
- A proven track record of leading high-performing teams in a pharmaceutical company
- Experience with Cardiovascular portfolios or working with Cardiologist
- Experience with self-pay market
- Strong leadership skills, with the ability to unite teams and lead through change
- A sound understanding of how the pharmaceutical industry is changing

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
Taiwan

站点
Taipei

Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

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