Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

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摘要

Ayuda a los gerentes de ventas a asignar objetivos de negocios mediante la gesti ó n de la fuerza de campo m á s eficiente. Ayuda a los Gtes. del á rea asignada durante todas las fases de administr. de la fuerza de campo (dise ñ o de la fuerza de campo y asign. de recursos, dise ñ o del territorio, entrono del plan de los objetivos/llamada de ventas, evaluaci ó n y superv. del desempe ñ o, etc.) proporcionando conocim. y an á lisis de valor agregado, KPIs confiables y cifras precisas. Tambi é n puede ser responsable del dise ñ o del esquema, la implem. y c á lculo de devoluc. relacion., de los incentivos.

About the Role

Major Accountabilities

~Gestionar de forma aut ó noma los temas de efectividad de la fza. de vtas. del á rea asignada
~Responsable de brindar inform. relacionada con el tama ñ o, la estructura y el despliegue de la fza. de campo dentro del equipo asignado
~Implement. y supervisi ó n del objetivo de ventas, planific. de llamadas, segment. y procesos de establecim. de objetivos a nivel farmacia/cuenta/m é dico
~Dise ñ o e implem. del esquema de incent. (establec. de obj., elabor. de informes, c á lculo de la devoluci ó n)
~Responsable de la gesti ó n de las herram. de Efectividad de la Fza. de Vta. para el á rea asignada
~Punto de contacto para toda la infor. en relaci ó n al an á lisis de la Efectiv. de la Fza. de Vta.
~Gesti ó n de Proyectos de iniciativas espec í ficas y an á lisis ad-hoc en el dominio de Efectividad de la Fuerza de Ventas
~Notificaci ó n de quejas t é cnicas / eventos adversos / escenarios de casos especiales relacionados con los productos Novartis dentro de las 24 horas posteriores a la recepci ó n
~Distribuci ó n de muestras de comercializaci ó n (cuando proceda)

Key Performance Indicators

~Calidad del an á lisis - Optimizaci ó n de la fuerza de campo, segmentaci ó n y orientaci ó n, planificaci ó n de llamadas y an á lisis de campo.
~Gesti ó n de los sistemas de gesti ó n de relaciones con los clientes, incluido el mantenimiento de datos, el soporte de la fuerza de campo y la capacitaci ó n

Work Experience

Experiencia laboral en la industria farmac é utica

Skills

Adaptabilidad
Tableros de negocios
Excelencia Comercial
Sistemas de enfriamiento
CRM (Gesti ó n de la relaci ó n con el cliente)
Curiosidad
Retenci ó n de clientes
Servicio al cliente
Efectividad
Microsoft Excel
Asignaci ó n de recursos
Ventas
Salesforce Crm
Pol í ticas de seguridad
Jugador de equipo

Language

Ingl é s

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
Other

地点
Ukraine

站点
Kyiv

Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae41665c3e36027650854", 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 } }; }
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// 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 kaltura datalayer.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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