NOVARTIS

Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

Disponible en: Fran ç ais | Deutsch | English | Espa ñ ol | Italiano | 日本語 | Nederlands | P у c c к и й | Sloven š č ina | T ü rk | 中文

摘要

Aide les directeurs des ventes à attribuer des cibles commerciales par le biais de la gestion des forces de terrain la plus efficace. Prend en charge les gestionnaires de secteur affect é s pendant toutes les phases d ' administration des forces sur le terrain (conception des forces sur le terrain et affectation des ressources, conception du territoire, é tablissement des objectifs de vente/appel, é valuation et surveillance du rendement, etc.) fournissant une analyse perspicace et à valeur ajout é e, des indicateurs cl é s fiables et des chiffres pr é cis. Peut é galement ê tre responsable de la conception du r é gime d ' incitation, de la mise en œuvre et du calcul des paiements connexes.

About the Role

Major Accountabilities

-G é rer de mani è re autonome les sujets d ' efficacit é des forces de vente de la zone assign é e
-Responsable de la fourniture des entr é es li é es à la taille, à la structure et au d é ploiement de la force sur le terrain au sein de l ' é quipe affect é e
-Mise en œuvre et suivi des objectifs de vente, de la planification des appels, de la segmentation et des processus de ciblage au niveau de la pharmacie, du compte/du m é decin
-Conception et mise en œuvre du r é gime d ' incitation (é tablissement d ' objectifs, d é claration, calcul des paiements)
-Responsable de la gestion des outils d ' efficacit é de la force de vente pour la zone assign é e
-Point de contact pour toutes les informations relatives à l ' analyse de l ' efficacit é de la force de vente
-Gestion de projet d ' initiatives sp é cifiques et analyse ad hoc dans le domaine de l ' efficacit é de la force de vente
-D é claration des plaintes techniques / é v é nements ind é sirables / sc é narios de cas particuliers li é s aux produits Novartis dans les 24 heures suivant leur r é ception
-Distribution d ' é chantillons de commercialisation (le cas é ch é ant)

Key Performance Indicators

-Qualit é de l ' analyse - Optimisation de la force de terrain, segmentation et ciblage, planification des appels et analyse sur le terrain.
-Gestion du ou des syst è mes de gestion de la relation client, y compris la maintenance des donn é es, le soutien des forces sur le terrain et la formation

Work Experience

Exp é rience professionnelle dans l'industrie pharmaceutique

Skills

Adaptabilit é
Tableaux de bord d'entreprise
Excellence commerciale
Syst è mes de refroidissement
CRM (Gestion de la Relation Client)
Curiosit é
Fid é lisation de la client è le
Service client
Efficacit é
Microsoft Excel
Affectation de ressources
Ventes
Interface client client (CRM) Salesforce
Politiques de s é curit é
Esprit d' é quipe

Language

Anglais

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
CDI

Shift Work
No

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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 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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