NOVARTIS

Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

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

摘要

Supporta i resp. vendite per assegnare obiettivi di business mediante gestione delle forze campo pi ù efficiente. Supporta manager di area assegnati in tutte le fasi di amministr. delle forze di campo (progettazione forze di campo e allocazione risorse, progettazione del territorio, impostazione obiettivo di vendita/piano di chiamata, valutazione prestazioni e monitoraggio, ecc.) fornendo analisi approfondite e di valore aggiunto, KPI affidabili e numeri precisi. Pu ò anche essere responsabile di progett. dello schema di incentivazione, attuazione e relativo calcolo dei pagamenti.

About the Role

Major Accountabilities

-Gestire autonomamente argomenti relativi a efficacia della forza vendita area assegnata
-Responsabile fornitura di input relativi a dimensioni, struttura e distribuzione delle forze di campo all'interno del team assegnato
-Implementazione e monitoraggio dei target di vendita, pianificazione delle chiamate, segmentazione e processi di targeting a livello di farmacia/account/medico
-Progett. e implementazione schemi incentivazione (definizione obiettivi, reportistica, calcolo pagamenti)
-Responsabile della gestione degli strumenti di efficacia della forza vendita dell'area assegnata
-Punto di contatto per tutte le informazioni su analisi dell'efficacia della forza vendita
-Gestione del progetto di iniziative specifiche e analisi ad hoc nel settore dell'efficienza della forza vendita
-Segnalazione di reclami tecnici / eventi avversi / scenari di casi speciali relativi ai prodotti Novartis entro 24 ore dal ricevimento
-Distribuzione di campioni di marketing (se del caso)

Key Performance Indicators

-Qualit à dellanalisi - Field Force Optimization, Segmentation & Targeting, Call Planning e Field Analytics.
-Gestione dei sistemi di Customer Relationship Management, compresa la manutenzione dei dati, il supporto e la formazione delle forze sul campo

Work Experience

Esperienza lavorativa nell'industria farmaceutica

Skills

Adattabilit à
Dashboard aziendali
Eccellenza Commerciale
Sistemi di raffreddamento
CRM (Gestione delle relazioni con i clienti)
Curiosit à
Fidelizzazione
Servizio clienti
Efficienza
Microsoft Excel
Allocazione delle risorse
Vendite
Salesforce Crm
Criteri di sicurezza
Giocatore di squadra

Language

Inglese

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
Regolare

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae692dcb141b194336274", 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 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) }
```

Job ID
REQ-10091036

Field Excellence Manager

Apply to Job



Job ID
REQ-10091036

Field Excellence Manager

Apply to Job

Source URL:
https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-

List of links present in page

1. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-de-de
2. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager
3. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-es-es
4. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-fr-fr
5. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-ja-jp
6. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-nl-nl
7. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-ru-ru
8. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-sl-si
9. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-tr-tr
10. https://www.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-zh-cn
11. https://www.novartis.com/about/strategy/people-and-culture
12. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
13. https://novartis.wd3.myworkdayjobs.com/it-IT/NovartisCareers/job/Kyiv/Field-Excellence-ManagerREQ-10091036
14. https://novartis.wd3.myworkdayjobs.com/it-IT/NovartisCareers/job/Kyiv/Field-Excellence-ManagerREQ-10091036