Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

Beschikbaar binnen: Nederlands | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | P y c c | Slovenš č ina | T ü rk | 中文

摘要

Ondersteunt verkoopmanagers om bedrijfsdoelstellingen toe te wijzen via het meest effici ë nte veldforcebeheer. Ondersteunt toegewezen gebiedsbeheerders tijdens alle veldforcebeheerfasen (veldforceontwerp en resourcetoewijzing, gebiedsontwerp, instelling van verkoopdoelstelling/oproepplan, prestatie-evaluatie en -monitoring enz.) die inzichtelijke en toegevoegde waardeanalyse, betrouwbare KPI's en nauwkeurige getallen bieden. Kan ook verantwoordelijk zijn voor het ontwerp van de stimuleringsregeling, de uitvoering en de daarmee verband houdende uitbetalingsberekening.

About the Role

Major Accountabilities

-Autonoom de effectiviteit van de verkoopkracht van het toegewezen gebied beheren
-Verantwoordelijk voor het leveren van inputs met betrekking tot de grootte, structuur en implementatie van de veldkracht binnen het toegewezen team
-Implementatie en monitoring van verkoopdoel, gespreksplanning, segmentatie en targetingprocessen op apotheek/account/arts niveau
-Incentive regeling ontwerp en uitvoering (doel stellen, rapportage, uitbetaling berekening)
-Verantwoordelijk voor sales force effectiveness tools management voor het toegewezen gebied
-Contactpunt voor alle informatie met betrekking tot sales force effectiveness analyse
-Projectmanagement van specifieke initiatieven en ad-hoc analyse in Sales Force Effectiveness domein
-Melding van technische klachten / bijwerkingen / scenario's voor speciale gevallen met betrekking tot Novartis-producten binnen 24 uur na ontvangst
-Distributie van monsters voor het in de handel brengen (indien van toepassing)

Key Performance Indicators

-Kwaliteit van de analyse - Field Force Optimization, Segmentation & Targeting, Call Planning en Field Analytics.
-Beheer van Customer Relationship Management systeem(en) inclusief data onderhoud, field force support en training

Work Experience

-Werkervaring binnen de farmaceutische industrie

Skills

-Aanpassingsvermogen
-Zakelijke dashboards
-Commerci ë le uitmuntendheid
-Koelsystemen
-Crm (Customer Relationship Management)
-Nieuwsgierigheid
-Klantenbinding
-Klantenservice
-Effici ë ntie
-Microsoft Excel
-Brontoewijzing
-Verkoop
-Salesforce Crm
-Beveiligingsbeleid
-Teamspeler

Language

Engels

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
Regelmatig

Shift Work
No

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