NOVARTIS

# Field Excellence Manager

Job ID
REQ-10092081

十一月 05, 2026

China

## 摘要

The Field Excellence manager supports FE Lead/ Senior Managers & coordinate with FE COE and relevant functions to deliver required solutions and support, ensuring business priorities are translated into practical FE solutions and effectively implemented.

## About the Role

### Key Responsibilities

### FE Solution & Execution

- Translate business requirements into FE solutions across deployment, territory alignment, segmentation and targeting, KPI/performance management, and incentive areas.

- Coordinate with FE COE and relevant functions to deliver required solutions and support.
- Drive implementation and follow-up of agreed FE initiatives.

**Insights &Performance Support**

- Monitor field performance and execution through relevant data and KPIs.
- Identify key gaps and opportunities and provide actionable insights to support business decisions.
- Support regular business reviews and follow-up actions.

**Cross-functional Collaboration**

- Facilitate communication and alignment between business teams and FE stakeholders.
- Coordinate planning timelines, business inputs, and implementation.
- Support business planning cycles, organizational changes, and key field force initiatives.

**Key Experience & Capabilities**

- Good understanding of Field Excellence and commercial operations.
- Strong business partnering and stakeholder management skills.
- Analytical and problem-solving mindset.
- Strong execution and coordination capability.
- Ability to manage multiple priorities in a dynamic business environment.
- Fluent written and spoken English.

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部门
International

Business Unit
Sales

地点
China

站点
Shanghai (Shanghai)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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