

Area Training Manager

Job ID

REQ-10082715

Jul 02, 2026

LOC_CN

About the Role

Major accountabilities:

JTBD:

- lead team to Identify regional capability cap and learning needs
- lead team to drive FF upskilling leverage kinds of learning solution, including learning course/AI assessment tool
- lead team to achieve FF learning goal and feedback FF learning experience and engage design team to optimize the learning solutions
- lead regional learning project and execute the central learning program.
- Lead the digital transformation on training solutions,
- Collaborate and engage with FF leaders to be a sponsor for learning program
- Partner with X-function to develop and integrate training resources which reinforce and strengthen adherence to relevant processes and procedures.
- Support to course design by best practices of FF
- Empower trainers through continuous check-in and feedback in EVOLVE for coaching to unleash trainer's potential.

Key performance indicators:

- Improvement in sales capability nationally
- Actual training vs training plan

Minimum Requirements:

Work Experience:

- 5+ years in pharma training/sales/marketing role
- Experience in developing training materials
- Delivered sales skill training

Skills:

- Coaching
- Customer Requirements
- Customer Service
- E-Learning
- Field Sales
- Installations (Computer Programs)
- Relationship Building
- Sales
- Sales Trainings

- Selling Skills
- Training Programs

Languages:

- English.

Role Requirements

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Division

DIV_IM

Business Unit

Sales

Location

LOC_CN

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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