

Field Excellence Manager

Job ID
REQ-10088261
Sep 17, 2026
LOC_PT

About the Role

What you'll do

- Own the end-to-end field incentive process, from analytics and performance measurement to governance, calculations, and continuous optimization, enabling high-performing field teams
- Drive territory design, call planning, and field force effectiveness
- Lead CRM and field platform enablement, including AI-powered capabilities
- Partner with Commercial, V&A, Finance, Integrated Insights, and DAP teams
- Simplify, automate, and continuously improve field execution processes

What we're looking for

- 5–7 years' experience in Field Excellence, Commercial Operations, Sales Force Effectiveness, CRM, or advanced analytics
- Strong analytical mindset with the ability to translate insights into business impact
- Hands-on expertise in CRM platforms, incentive schemes, and field force operations
- Excellent stakeholder management and influencing skills
- Passion for continuous improvement, innovation, and digital transformation
- University degree in business, management, finance, engineering, life sciences, economics or a related field

Role Requirements

Division
DIV_IM
Business Unit
General Management
Location
LOC_PT
Site
Sintra
Company / Legal Entity
PT05 (FCRS = PT005) PT Pharma
Functional Area
FCT_MM
Job Type
Full time
Employment Type
Regular
Shift Work
No

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