NOVARTIS

Capability Building Manager - Area

Job ID
REQ-10090556
Oct 21, 2026
LOC_CN

About the Role

Major accountabilities:

- Develop and implement training programs for entry level and experienced sales people including sales techniques, presentations, project and product applications information and roleplay.
- Provide materials and development support to sales teams for presentations at sales meetings.
- Design and deliver training to in areas as required to support Sales Plans
- To construct, with training colleagues, the national core programmes, and strategic and operational plans.
- To manage the training budget.
- Implement successful learning programmes to equip representatives with tools to launch products to Novartis standards.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Key performance indicators:

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

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_CN
Site
Guangzhou (Guangdong Province)
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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