NOVARTIS

Field Excellence Manager

Job ID
REQ-10091036
Oct 27, 2026
LOC_UA

About the Role

Major accountabilities:

- Autonomously manage sales force effectiveness topics of the assigned area
- Responsible for providing inputs related to field force size, structure and deployment within the assigned team
- Implementation and monitoring of sales target, call planning, segmentation and targeting processes
- Responsible for Sales Force Effectiveness tools management for the assigned area
- Contact point for all information related to Sales Force Effectiveness analysis
- 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:

- Quality of analysis -Field Force Optimization, Segmentation & Targeting, Call Planning and Field Analytics.
- Management of Customer Relationship Management system(s) including data maintenance, field force support and training

Role Requirements

Division
DIV_IM
Business Unit
Other
Location
LOC_UA
Site
Kyiv
Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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