NOVARTIS

Field Excellence Manager

Job ID
REQ-10092081
Nov 05, 2026
LOC_CN

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.

Role Requirements

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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