NOVARTIS

Senior Field Excellence Manager

Job ID
REQ-10092079
Nov 05, 2026
LOC_CN

About the Role

Key Responsibilities

FE Strategy & Framework Design

- Develop and evolve FE strategies, frameworks, and methodologies aligned with business priorities and market dynamics.
- Design scalable approaches across field force deployment, segmentation and targeting, resource allocation, and performance management.

Advanced Analytics & Decision Support

- Integrate sales, market, customer, engagement, and field data to generate strategic insights.
- Conduct scenario analyses and translate complex findings into clear management recommendations.

AI&Digital Enablement

- Identify high-value AI and advanced analytics use cases across FE.
- Translate business questions into analytical problems, AI use cases, business rules, and success criteria.
- Lead pilots and evaluate new AI-enabled FE solutions.

FE Capability Building

- Lead strategic and cross-TA FE initiatives requiring common methodologies or new capabilities.
- Build reusable FE methodologies, tools, and best practices.

Key Experience & Capabilities

- Strong experience in Field Excellence, SFE, Commercial Excellence, business analytics, or related functions in the pharmaceutical industry.
- Strong strategic and analytical thinking.
- Experience in advanced analytics, AI, or digital transformation preferred.
- Strong scenario planning, problem-solving, and management storytelling skills.
- Strong cross-functional communication and influencing skills.
- 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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