NOVARTIS

Sr. Sales and Marketing Manager

Job ID
REQ-10090180
Nov 06, 2026
LOC_PH

About the Role

Major Accountabilities:

- Shape content for Integrated Brand and Launch Teams, and carry out tactical plans that grow the brand
- Lead promotional activities in line with internal SOPs and the Code of Conduct
- Manage brand budgets, forecasts and expenses, and review the marketing mix to get the best results
- Find market insights and opportunities through direct contact with customers
- Run both local and regional marketing initiatives
- Track product performance and the market, and adjust course when needed
- Work with Medical and Marketing teams to identify key centers, KOLs and patient needs in your territory

Requirements

- Minimum 3 years of marketing experience in pharma
- Proven experience launching products
- People leadership experience
- P&L or unit accountability experience
- Oncology experience is a plus

Role Requirements

Division
DIV_IM
Business Unit
General Management
Location
LOC_PH
Site
Makati City
Company / Legal Entity
PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc
Functional Area
FCT_MM
Job Type
Full time
Employment Type
Regular
Shift Work
No
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