NOVARTIS

Area Manager - CRM

Job ID
REQ-10090309
Nov 11, 2026
LOC_TW

About the Role

Major accountabilities:

- Lead, hire, coach and develop a high-performing team of Medical Representatives and Product Specialists
- Drive your team's sales, productivity and performance targets through clear business plans and brand strategy
- Build trusted relationships with key account decision makers, key opinion leaders and patient associations
- Grow the business by keeping existing clients and opening new opportunities
- Manage area sales and expense budgets, and use resources wisely to deliver results
- Connect senior leadership with the field team, turning strategy into action
- Track market trends, competitor activity and pricing to sharpen your team's edge
- Keep your team's product and disease-area knowledge strong, with excellent customer service
- Build a culture of integrity and full compliance with Novartis policies and procedures

Requirements:

- Minimum 5 years of sales experience in pharmaceuticals or a related industry, including people management
- A proven track record of leading high-performing teams in a pharmaceutical company
- Experience with Cardiovascular portfolios or working with Cardiologist
- Experience with self-pay market
- Strong leadership skills, with the ability to unite teams and lead through change
- A sound understanding of how the pharmaceutical industry is changing

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_TW
Site
Taipei
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work

No

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