

# Manager, Trade Sales

Job ID  
REQ-10028703  
Mar 05, 2025  
Philippines

## Résumé

Location: Manila #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role:

Responsible for execution, and performance of all initiatives designed to guarantee presence of Novartis products through various distribution channels.

This role will report directly to Senior Manager, National Trade Sales.

## About the Role

- Drive achievement of Novartis business goals by ensuring high trade customer service levels
- Lead in trade implementation within key customers; Lead the creation of a customer-centric approach across the function
- Share best practices on distribution processes
- Promotional and informational campaign on various distribution channels i.e., wholesalers, retailers, distributors
- Be the link between Field Force and Customer Service in managing shortages
- Ensure adequate reporting of adverse events / technical complaint / compliance issue in accordance with company procedures

Essential Requirements:

- University degree in Science of Business Marketing
- 4-5 years operational experience in customer-facing roles with some sales leadership including key account management
- Highly strategic and creative in business development
- Highly analytical both in numbers and situation
- Excellent communication and negotiation skills
- Good knowledge of the Industry and customer handling expertise
- Strong leadership

**Why Novartis:** Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other.

Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?

<https://www.novartis.com/about/strategy/people-and-culture>

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<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Emplacement

Philippines

Site

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Commercialisation

Job Type

Full time

Employment Type

Regular

Shift Work

No

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