

Manager, Trade Sales

Job ID
REQ-10028703
Mar 05, 2025
Filippine

Sommario

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>

Divisione

International

Business Unit

Innovative Medicines

Posizione

Filippine

Sito

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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