

Manager, Trade Sales

Job ID REQ-10028703

1月 29, 2025

Philippines

摘要

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

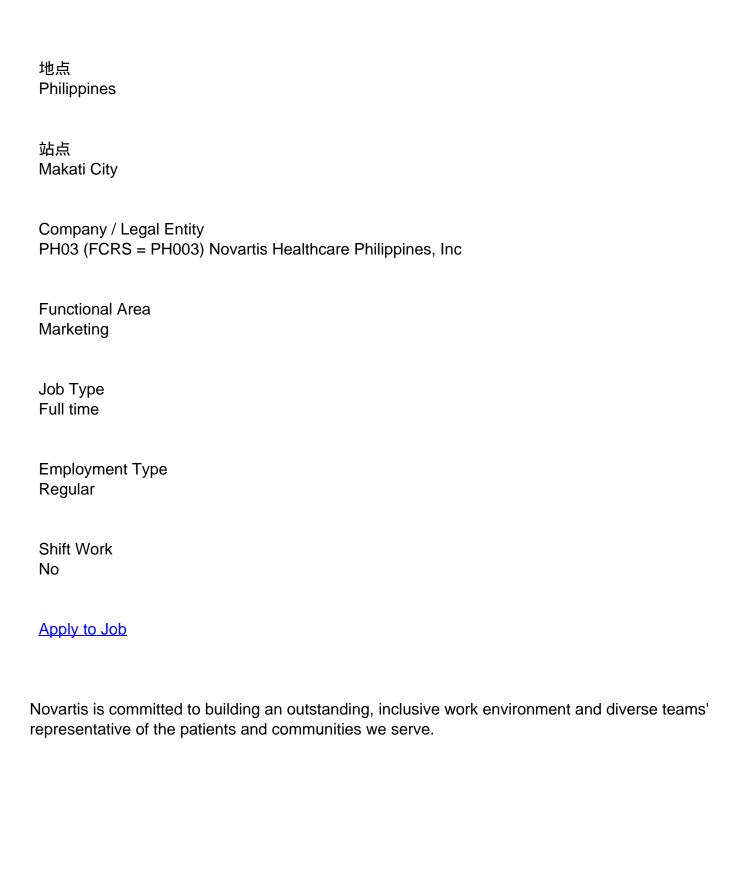
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