

External Effectiveness & Analytics Manager

Job ID
REQ-10048148

4月 15, 2025

Egypt

摘要

Partner with sales leaders to drive excellence by designing and implementing key Sales Force Effectiveness strategies. Leverage CRM expertise to create actionable insights through market analytics and contribute to a roadmap for future sales success while championing the digital transformation efforts. Track and standardize KPIs and sales performance to meet evolving market demands.

#LI-Onsite

About the Role

Major accountabilities:

- Owns & leads the enterprise analytics & insights engine, ensuring a forward-looking & outcome/impact-oriented mindset

- Continuously challenges to refine and align with business counterparts on what needs to be achieved, what needs to be done, what will be measure and how.
- Drive a Partnership mindset and orientation within the team, finding opportunities for development and growth and collaboration across the Business and Excellence function.
- Translate the business needs into actionable analytic-focused initiatives to provide solutions and/or recommendations to enable business excellence
- Explore and evaluate new data sources to drive Insights and innovation and provide clear recommendations for the team based upon these Insights
- Report of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Drive company performance through partnering with all commercial & noncommercial stakeholders in addition to 3rd party teams such as Javelin, BI & CRM, or 3rd party vendors such as IQVIA/IMS, PLS, etc..).
- Drive new launch readiness through FF workload assessment, Sales TGT breakdown, Incentive model setup
- Provide senior management with optimum accurate data & MKT analytics to enhance the decision-making process.

Key performance indicators:

- Ensure timely, accurate delivery of sales force communications, operational plans with tangible business insights.
- Enhance contribution to all stakeholders & senior management.
- Ensure Quality of co-ordination & partnership with all Field Force, Sales & Marketing team, IT, Supply management, Training, SAMs.
- Ensure successful Launch of new projects.
- Develop and evolving new Launches deployment models.

Minimum Requirements:

- 3-5 years within Sales and/or Marketing business experience, Data Analytics and Reporting, or equivalent roles within Pharma and Healthcare industry.
- Very strong stakeholder management and ability to challenge thoughts and ideas across all levels of leadership is essential.
- Experience with Data Analytics and Business Intelligence tools, and digital transformation, is highly desirable

Relevant Competencies:

- Ability to lead projects from end to end and take ownership and accountability for the deliverables
- BI (Business Intelligence) and Analysis
- Business Dashboards
- Salesforce CRM
- Digital savviness and digital transformation capabilities

Languages:

- English & Arabic

Commitment to Diversity & Inclusion

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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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部门

International

Business Unit

Innovative Medicines

地点

Egypt

站点
Amiria

Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E

Alternative Location 1
New Cairo, Egypt

Functional Area
Sales

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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