

Manager, Trade Sales

Job ID
REQ-10015096
Aug 01, 2024
Philippinen

Summary

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:

To support the achievement of Novartis business goals by building specific plan for Zuellig Pharma Corporation Sales and Distribution Channel; Manage the Zuellig Sales Force and ensure the highest possible Customer and Commercial Support Level to assigned channels and accounts; Create strategy and channel programs that will drive continuous account serviceability and growth, and ensure implementation that will support the commercial team's overall strategy.

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

About the Role

PERFORMANCE MANAGEMENT

- Sets business plans, priorities, budgets and performance objectives for Zuellig Pharma Corporation (ZPC) assigned channels; ensure cross-functional alignment with Marketing, Sales, and other key functions.
- Leads in the overall ZPC sales channel processes, ensuring end to end processing of customer orders, deliveries, rebates, claims and other provisions including data management and validation of processes
- Take full ownership of bidding and tenders on assigned channels by ensuring complete and timely submission of needed requirements and champion the bid to win strategy by shaping the pricing policy in coordination with Sales, Marketing, and other related functions
- Create strategy in ensuring continuous serviceability of priority accounts in assigned channels; Manage and ensure adherence to set KPIs and contracts for specific accounts by ZPC; Ensure optimum stock level of products on major accounts and total channel

CROSS FUNCTIONAL AND LEADERSHIP ROLE

- Lead and manage ZPC sales force in achieving sales objectives and adherence to Novartis ethical standards; Close coordination with Sales and Commercial team and other related functions, proactively identify issues and timely heads up on the assigned channel
- Initiate business review with field and ZPC sales force, providing timely market insights and opportunities; Acts as point of integration for services across the Novartis business units in ZPC; Provides

expert insight in retailing market, competitive intelligence activities and its possible impact on CPO business objectives

DATA MANAGEMENT/VALIDATION

- Review and ensure customer discount/deal provided to customers are aligned with the approved PAF; Review and validate, SiT of ZPC, SCD claims and other sales related reimbursement for assigned channels
- Validate and ensure accuracy of ZPC numbers; Propose continuous improvement of tools which will provide simplification on process and information to the organization

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? Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity and Inclusion: 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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Division
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Business Unit
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Makati City
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PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc
Functional Area
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Job Type
Full time
Employment Type
Regular
Shift Work
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EEO Statement :

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