

SFE Executive

Job ID
REQ-10021900
Sep 12, 2024
Vietnam

Summary

Location: Ho Chi Minh #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 and ensure the excellence in execution of all Sales Force Effectiveness operations including Territory Target Setting, Incentive Calculation, Performance Measurement, Customer Segmentation & Targeting, Field Force Sizing & Optimization.

This role reports directly into the FE & Analytics Lead.

About the Role

- **Field Force Structure & Mapping:** manage Field Force Structure & Field Force Mapping up to brand level. Ensure the Field Force Structure & Mapping is 100% updated & accurate.
- **Territory Target Setting:** manage the Target Setting Process from National/Brand/FLM/MR levels. Work with Commercial team for final alignment of Target.
- **Incentive Calculation:** ensure Incentive Calculation Process is accurate & on-time.
- **Incentive Analysis:** analyze current incentive payout, highlighting the opportunities & area for improvements
- **Performance Measurement:** follow-up with Field Force from Call Planning to Call Execution, ensure the achievement of Customer Engagements Metrics.
- **Customer Segmentation & Targeting:** Participate in S&T Process to support Brand teams on visiting right customers at right frequency with right messages.
- **Field Force Sizing & Optimization:** Analyze the current deployment, challenge the status quo & finding opportunities for deployment improvement.
- Support SFE & Analytics Lead in all related SFE Project

Essential Requirements:

- Bachelor's degree
- Minimum of 2 years of experience in sales force effectiveness within the pharmaceutical industry
- High proficiency in Microsoft Office
- Strong interpersonal skills and a demonstrated aptitude for collaboration

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Division

International

Business Unit

Innovative Medicines

Location

Vietnam

Site

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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