

Tender & Trade Specialist

Job ID
REQ-10033785
Dic 17, 2024
Cile

Sommario

Location: Santiago

About the role:

Responsible for providing an end to end service solution for the operational interaction between NVS & distributors of the ACC cluster to ensure agility & efficiencies.

This role provides operational & strategic support for the entire business unit & reports directly to Tender Manager ACC.

About the Role

Key responsibilities:

- Coordinates and actively participates in quarterly business review meetings with the main distributors providing a clear sense of urgency & strategic expectation in the commercial interaction & is responsible in distributor's KPI's set up & measurement
- Creates a strong & competitive networking with the clients (i.e., Distributors), as well as the rest of the NVS support departments, ensuring best in class operations and cross-divisional collaboration in a daily basis
- Acts as a single point of contact with the distributors & external clients for key administrative activities such as commercial letters, credit notes, purchase orders (both sell and buy sides)
- Actively participation in Supply meetings (Demand review) to assure the correct stock inventory
- Owners of the mature brand activities, derived of the promotional contracts with the distributors
- Responsible for an adequate documentation of relevant tracking data of any distributor interaction
- Provides support to the local team in the properly documentation for the tenders (direct sales & through distributors)
- Develops accurate, timely and complete set of tender information (Tender tool). This includes (but is not limited to) historic sales, contracts, terms of tender, flash reports which are typically

Essential requirements:

- University degree
- 3 years of experience in similar roles within the pharmaceutical industry
- Solid understanding of CENABAST processes
- Strong analytical skills
- Advanced level of Excel and SAP knowledge
- Collaboration / agile learning / strong communication skills

Benefits and rewards

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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.

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?

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Divisione

International

Business Unit

Innovative Medicines

Posizione

Cile

Sito

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work

No

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