

# Channel Strategy & Excellence Head

Job ID  
REQ-10004451  
May 16, 2024  
China

## Summary

-Responsible for leading the management and implementation of Sales Operations activities to ensure effective management of sales order processes, ensure dedicated business analytics and project management to maximize customer satisfaction. Lead across the Sales Support sub-functions in large revenue organization or Sales Administration/ Customer Service team for a very large revenue organization. Lead a large/medium sized team.

## About the Role

### Major accountabilities:

- **JTBD:**
- Explore innovative channel market development opportunity, optimizing resource allocation and maximizing long-term business growth.
- Develop Commercial Policy & Optimize Channel Management Rules to provide strong support to regional commercial team.
- Order Management & Tracking Excellence to drive efficiency.
- Compliance with applicable policies, procedures and other regulations
- **Key Experience & Success Profile:**
- Solid experience in Channel Strategy & Management
- Able to deep-understand changing dynamics of industry Market Knowledge
- Strong personal leadership & cross-functional collaboration
- Logical thinking, willing to change;
- Commercial management experience is preferred.
- **Leadership Expectation:**
- Manage complex biz scale
- Innovation/ risk taking Ability

**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>

<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 / EEO:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

## Accessibility and Accommodation:

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.china@novartis.com](mailto:diversityandincl.china@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>. You can follow us via Novartis Group Recruitment WeChat Official Account and Novartis Group WeChat Video Account.

**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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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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