

# Area Manager- Mekong and Southeast

Job ID  
REQ-10021429  
Sep 06, 2024  
Vietnam

## Summary

Location: Can Tho, Vietnam #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:

As Area Manager, you build and execute strategies and plan for the responsible product in the assigned areas to drive the performance, market share and optimal resource utilization.

This role reports directly into the Field Force Manager.

## About the Role

- Applies product strategies to develop and implement business plans for assigned area.
- Accountable for performance of their team.
- Accountable for initiatives and tactics of defined products, plan; implements closely monitors operational activities with optimal resource utilization.
- Develops in-depth understanding of the area's market environment, hospitals, key decision makers and doctors; communicates stakeholder insights to internal associates and supports development to new business strategies.
- Delivers the business and account plans and required results for own Key Accounts;
- Serves as a communication bridge from field to Marketing and Field Force Manager.
- Accountable for continuous improvement of team detailing skills and product knowledge. Builds and fosters a team culture that values, recognizes and generates high performance.
- Leads a high-performing team, hires, trains and develops reps as necessary, supports field training.
- Works within ethical and compliance policies.

Essential Requirements:

- Education: Bachelor degree in pharmacy or medicine.
- 3+ years of experience at the same position.
- Good leadership and stakeholder management.
- Strong business acumen.

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

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 (Sales Manager)

Shift Work

No

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