

# 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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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

Shift Work

No

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