

# (Sr.) Regional Sales Manager, ONCO (Central & South)

Job ID  
REQ-10019045  
Aug 12, 2024  
Taiwan

## Summary

Align organization objectives to develop responsible area business plans, strategies/ tactics and be able to prioritize, maximize resources strategically. Be accountable to build and lead a high-performing team driving excellent execution, early identification of market insights in order to achieve performance as well as to deliver better patient outcome. Establish good relationship with customers and well-collaborate/liaise with internal stakeholders efficiently.

## About the Role

### Major Accountabilities:

- **People Management**
  - Build high-performance team and provide coaching to the team to drive sustainable business growth and people development.
- **Sales Strategy Development and Execution**
  - Obtain in-depth business acumen of responsible territory and customer insights to identify and prioritize business opportunities in early stage as well as to support brand strategy development
  - Strategize sales target, well-established micro segmentation and optimize resources to maximize sales achievement and profitability.
  - Customized territory-based omnichannel orchestration on customer experience according to the competitive context through the right channel within the right timeDrive execution and monitor implementation progress to ensure accurate delivery in time and with high quality
- **Excellent Execution**
  - Work efficiently and collaboratively with cross-function teams to ensure deliver aligned shared goals
  - Drive execution and monitor implementation progress to ensure accurate delivery in time with quality
- **Integrity and Compliance**
  - Ensure team to work within Integrity & Compliance with all company policies.
  - Ensure and lead teamwork in a diverse, inclusive environment.

### Minimum Requirements:

#### Education

- Bachelor's degree or above, major in life science, medical, pharmacy-related subjects preferred.

#### Language

- Fluent in Mandarin. Fundamental English communication.

## Experience

- At least 2-year experience with people management in Pharma industry with proven track record
- Project-led or cross-function experience and multichannel sales experience is preferred.
- Cross-team project experience with positive feedback and influencing
- Be accountable, achievement-motivated, and resilient to take challenges, agile to changes or unknown.

## Skills:

- Analytical Skill.
- Change Management.
- Coaching.
- Collaboration.
- Commercial Excellence.
- Complexity Management.
- Compliance.
- Ethics.
- Healthcare Sector.
- Leadership.
- Management.
- Mentorship.
- Problem Solving Skills.
- Professional Communication.
- Team Work.

**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

Taiwan

Site

Kao Hsiung

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Alternative Location 1

Tai Chung, Taiwan

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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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.

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