

Channel Development Manager, RLT

Job ID
REQ-10033848
Dec 17, 2024
China

Summary

Dedicated FTE to lead RLT channel development

About the Role

Job Responsibilities

1. Responsible for RLT distributor management, including selection, audit, payment collection, change, termination and other processes.
2. Responsible for developing, updating, communicating and training of management SOP, business policies and related agreements of RLT distributor.
3. Responsible for RLT distributor order management, including setting order in E-order and SAP system, processing return order, maintaining system master data, etc. Coordinate with Novartis sales, CSO team and distributors on purchase order and return order related matters.
4. Maintain timely and effective communication with distributors and supply chain team, responsible for the coordination of RLT product receive and in-hospital logistics.
5. Conducting RLT business data collation and analysis, and tracking the completion status of distributor's KPI
6. Continuously maintain close communication and cooperation with RLT team

Requirements

1. Bachelor's degree or above
2. More than 3 years working experience in related positions, preferably in pharmaceutical industry
3. Have certain understanding of the RLT industry, with RLT practitioner qualification is preferred.
4. Good communication skills, and cross-function coordination skills
5. Excellent English skills, able to communicate with global team
6. Result oriented, with strong self-driven and project management skills.

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 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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Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

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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List of links present in page

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2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://www.novartis.com/careers/benefits-rewards>
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5. <https://www.novartis.com/about/strategy/people-and-culture>
6. <https://talentnetwork.novartis.com/network>
7. <https://www.novartis.com/careers/benefits-rewards>
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