

Regional Sales Manager

Job ID

REQ-10073208

Mar 08, 2026

LOC_TW

About the Role

Key Responsibilities:

- **Territory Management:** Lead and manage the Northern and Eastern Taiwan region (Taipei, Taoyuan, Keelung, Yilan, Hualien, Taitung) with full accountability for business performance and execution excellence.
- Build, coach, and develop a high-performing team to drive sustainable business growth, strong engagement, and continuous people development
- Develop and execute regional business plans by leveraging deep understanding of territory dynamics, customer needs, and market insights.
- **Opportunity Identification:** Proactively identify, prioritize, and capture early-stage business opportunities to support brand strategy and long-term growth.
- **Cross-Functional Collaboration:** Partner closely with cross-functional teams to ensure alignment on shared objectives and seamless execution across the organization.
- **Execution & Performance Management:** Set clear sales targets, optimize resource allocation, and rigorously track execution progress to ensure timely, high-quality delivery of results.

Minimum Requirements:

- Bachelor degree or above, major in life science, medical, pharmacy related subjects preferred.
- At least 5 years above customer facing experience (e.g. sales, marketing, medical) with proven track record (e.g. award recognition); With people management experience is a plus.
- Project-led of cross-functions experience and multichannel sales experience.
- Multiple brands sales experience including pre-launch initiatives.
- Cross-team project experience with positive feedback and influencing (referring to V&B role model: collaboration, influence on team performance).

Role Requirements

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

DIV_IM

Business Unit

General Management

Location

LOC_TW

Site

Taipei

Company / Legal Entity

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

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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