

Commercial & Medical Field Excellence Manager

Job ID

REQ-10081548

Oct 01, 2026

LOC_BE

About the Role

Major accountabilities:

- Planning and management, gather requirements to develop detailed Project plans and Project estimations to task level.
- Proactively assist the Business to identify upcoming conflicts and resource gaps.
- Serve as interface with the global and local Brand teams on Project Planning and delivery management.
- Leads and delivers projects for Regional and global teams, ensuring adherence to timelines and quality objectives.
- Ensures delivery of efficient and high-quality deliverables.
- Manages an efficient and high-quality team that promotes synergy and best practice sharing among resources, drives collaboration with Country Organizations in managing high standards of communication and delivering best in class services.
- Provide guidance on training requirements in relation to Commercial processes -Takes initiative to drive standardization of reports across brands.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Distribution of marketing samples (where applicable)
- Ability to write clean and efficient code in Python, R, SQL, with expertise with cloud platforms and data platforms (experience with AWS, Snowflake is a plus)
- Ability to advise on and apply state-of-the-art analytics, machine learning to derive business insights and solve complex problems
- Good problem solving skills with ability to visualize and present results clearly to the business
- Ability to thrive in a multidisciplinary team and agile working environment (experience with Jira is a plus)
- Support Medical team with relevant data dashboards (Power BI) and maintain CRM/SalesForce for Medical Reps
- Strong collaboration with CRM Manager and Commercial Excellence Manager

Key performance indicators:

- Quality and accuracy of forecast assumptions
- Good customer satisfaction scores
- Ability to manage multiple stakeholders / projects

Minimum Requirements:

Work Experience:

- Cross Cultural Experience
- Project Management
- Operations Management and Execution

Skills:

- Agility
- Analytical Thinking
- Brand Awareness
- Business Analytics

- Cross-Functional Collaboration
- Digital Marketing
- Marketing Strategy
- Media Campaigns
- Sales
- Ability to write clean and efficient code in Python, R, SQL, with expertise with cloud platforms and data platforms (experience with AWS, Snowflake is a plus)
- Stakeholder Engagement
- Stakeholder Management
- Strategic Marketing
- Waterfall Model
- Project Management
- Project Planning
- Tools knowledge: Power BI, CRM/ Salesforce

Languages:

- English and preferably Dutch and/or French.

Role Requirements

Primary location salary range

€64,300.00 - €119,300.00

Division

DIV_IM

Business Unit

General Management

Location

LOC_BE

Site

Vilvoorde

Company / Legal Entity

BE03 (FCRS = BE003) Novartis Pharma nv-sa

Functional Area

FCT_MM

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10081548

Commercial & Medical Field Excellence Manager

[Apply to Job](#)

Source URL: <https://prod1.jobapi.novartis.com.cn/req-10081548-commercial-medical-field-excellence-manager>

List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10081548-commercial-medical-field-excellence-manager>
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vilvoorde/Medical-Excellence-Manager_REQ-10081548-1

3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vilvoorde/Medical-Excellence-Manager_REQ-10081548-1