

Trade and Contracts Governance Manager

Job ID
REQ-10078010
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Филиппины

Сводка

Trade and Contracts Governance Manager
Location: Makati, Philippines

#LI-Hybrid

This role is based in Philippines. Novartis is unable to offer relocation support: please only apply if accessible.

About the Role:

Drive meaningful impact at the forefront of Novartis' commercial success by shaping how life-changing therapies reach patients through our trade channels. As Trade Sales Manager, you will play a pivotal role in translating strategy into execution—partnering cross-functionally to ensure product availability, optimize customer service levels, and deliver sustainable growth across key accounts. Your work will directly influence market penetration, strengthen strategic partnerships, and enable faster access to medicines, while upholding the highest standards of ethics and compliance

About the Role

Major accountabilities:

- Drive trade strategy execution across assigned channels and key accounts to deliver sales growth and market penetration
- Manage end-to-end account operations, including orders, deliveries, rebates, and claims to ensure seamless customer experience
- Lead cross-functional collaboration with Sales, Marketing, and Value & Access to align on business priorities and execution
- Own account performance and KPIs, ensuring contractual compliance and delivery of financial targets
- Provide market insights and competitive intelligence to identify opportunities and strengthen Novartis' position in the trade channel
- Ensure data accuracy and governance, including validation of pricing, discounts, and sales-related reporting
- Champion ethics, compliance, and team leadership, fostering a high-performing team aligned with Novartis values

Minimum Requirements:

- Bachelor's degree in Science, Business, Marketing, or a related
- Minimum 5 years operational experience in customer-facing roles with some sales leadership including key account management
- Highly strategic and creative in business development
- Highly analytical both in numbers and situation
- Ability to manage the full contract lifecycle while ensuring compliance, accuracy, and alignment with business objectives.
- Excellent communication and negotiation skills
- Good knowledge of the Industry and customer handling expertise
- Outstanding project management skills with strong Excel skills

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Sales

Место

Филиппины

Сайт

Makati City

Company / Legal Entity

PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc

Functional Area

Маркетинг

Job Type

Full time

Employment Type

Regular

Shift Work

No

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