

Field Operations Senior Manager

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Company: Exact Sciences Poland Sp. z o.o.

Location: Poland

Category: other-general

Position Overview

The Field Operations Senior Manager (FOM) will be primarily responsible for driving Field Operations across the international business unit, including direct and indirect markets for current and future tests. The main function of this role will be overseeing the coordination, efficiency, and performance of our field teams, ensuring seamless execution of sales and marketing strategy. The FOM will work in close collaboration with the International Training Manager and in particular the Sales Force Effectiveness Manager to deliver and implement the Commercial Excellence plan.

Key business partners; Training Manager, Sales Force Effectiveness Manager, Country Managers/Sales Managers & Business Leads, Marketing Managers, INTL Marketing Team, IT.

The role will report to **Director, International Ops Excellence & Effectiveness**

Essential Duties

Include, but are not limited to, the following:

Implementation of the Field Operations Plan focusing on key priorities.

Develop and drive governance of the commercial incentive plan.

Define, track and report on KPI performance of the commercial teams.

Drive adoption and use of Veeva CRM and Tableau for account planning and multichannel engagement.

Develop commercial dashboards, forecasting models (inclusive of patient models) and optimal sales force, territory sizing.

Work collaboratively with other members of the Commercial Excellence team to deliver cross functional projects.

Lead and influence without direct authority and foster a culture of continuous improvement within the organisation.

Drive tough decision-making while balancing business goals, technical implications, and timelines.

Uphold company mission and values through accountability, innovation, integrity, quality, and teamwork.

Support and comply with the company's policies and procedures.

Act with an inclusion mindset and model these behaviours for the organisation.

Expected area of competence

Ability to work independently and manage multiple timelines, while maintaining the team focus.

Strong attention to detail, quality-oriented with the ability to see the big picture.

Excellent change management and issue resolution skills with the ability to deliver results.

Excellent verbal, written, and interpersonal communication skills.

Highly organized and self-motivated.

Strong stakeholder management and relationship-building skills.

Minimum Qualifications

8+ years in Field Operations position (preferably with leadership authority).

Experience in a Field Operations role.

Demonstrated success directly or indirectly leading and coordinating strategic initiatives.

Advanced knowledge of CRM systems (preferably Veeva), Tableau, Incentive Plans and

Forecasting Models.

Demonstrated ability to influence and recommend solutions.

Proficient in Microsoft Office programs.

Travel requirements/location:

Travel Requirements: 50%+ Travel.

Location: EU.

#LI-TK1

Our success relies on the experiences and perspectives of a diverse team, and Exact Sciences fosters a culture where all employees can develop personally and professionally with a sense of respect and belonging.

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