

## Territory Business Executive

Job ID  
393064BR

Apr 16, 2024

India

### Summary

-Experienced sales professionals responsible (directly or indirectly) for achieving sales targets and promoting the products to medical practitioners and allied health care professionals; for a specific account, product or a given territory in a specialty area. Brings specialist knowledge in the required therapeutic area..

### About the Role

Major accountabilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key account/hospital network support, market access support, including referral networks
- Have a deep understanding in the respective specialist

area and priority products.

- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors -Achieve agreed contact, coverage and frequency targets through various communication channels -Ensure customer satisfaction and best in class customer relationship -Ensure the accurate and timely completion of all reports -Handle enquiries and complaints quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Provide input into effective use of promotional funds and territory sales forecasting.
- Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis Demonstrate Behavior in accordance with Novartis code of practices.
- In case of a Manager/ Leader; the person is responsible for the sales planning; target; reporting; and knowledge of the team/account and of himself/herself.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Key performance indicators:

- Achievement of sales revenue and market share targets vs plan.
- Responsible for budget allocated to cover customer activities -Customer Satisfaction and Customer relationship building -Maintenance of Key Accounts -Sales Planning and Reporting

Minimum Requirements:

Work Experience:

- Sales in Healthcare / Pharma / related business.
- Specific Product knowledge desirable.
- Established Network to target Customer Group desirable.

Skills:

- NA.

Languages :

- English.

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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<https://talentnetwork.novartis.com/network>

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Division  
International

Business Unit  
Innovative Medicines

Location  
India

Site  
Tamil Nadu

Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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

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