

ABL - RLT

Job ID
393483BR

Apr 30, 2024

USA

Summary

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the Oncology portfolio and managing the sales team. Brings specialist knowledge in the required therapeutic area.

About the Role

Major accountabilities:

- Accountable for performance of the allocated team, striving to exceed agreed sales and market share targets.
- Accountable for budget and expenses for the team.
- Communicate the sales force strategy and objectives to field force team and translate it into the local implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.

- Lead, motivate, direct, develop, train and coach the sales team in order to deliver performance targets.
- Accountable for continuous improvement of team selling skills and product knowledge.
- Implement incentive program to motivate and stimulate field force to achieve goals.
- Accountable for collaboration with key accounts, marketing/ product managers and appropriate medical advisers; securing strategy implementation and operational plans for products -Accountable for initiatives that secure sales and promote products; through effective leadership of the sales team.
- Accountable to maintain growth of market share in respective region for respective products.
- Identify and implement business-building opportunities in order to support volume and market share growth.
- Keep abreast of the latest scientific developments in the assigned therapeutic area; stay updated on product knowledge, market pricing, competitor pricing etc. to recommend the Brand team, Market Access Team and other cross-functional teams.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Responsible for providing regularly any sales report as agreed.
- Ensure all Novartis compliances, procedures and policies are followed.
- Develop an inclusive team culture.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

Key performance indicators:

- Achievement of sales revenue and market share targets vs plan - Achieve Market Share and Market Share Growth in the targeted area/product - Customer Satisfaction and Key accounts relationship maintenance within the assigned territory - Field force efficiency, Product launch Success Rate - Achieve Talent Pipeline Objectives (attract, select, retain, and export)

Minimum Requirements:

Work Experience:

- Market Knowledge and Network is desirable.
- Sales in Healthcare / Pharma / related business.
- Pre-launch activities.
- Able to understand changing dynamics of Pharmaceutical industry.

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division
US

Business Unit
Innovative Medicines

Location
USA

Site
Field Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

[Apply to Job](#)

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }



Job ID
393483BR

ABL - RLT

[Apply to Job](#)

Source URL: <https://www.novartis.com/kr-ko/careers/career-search/job/details/393483br-abl-rlt>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Sales-USA/ABL---RLT393483BR>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Sales-USA/ABL---RLT393483BR>