



## **Primary Care Area Business Leader – CRM – Florida East – Remote**

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Job ID  
326085BR  
Aug 24, 2021  
USA

### **Job Description**

Over 6 million people in the US are affected by Heart Failure in the US with that number expected to increase to 8 million by 2030. Novartis has been at the forefront of cardiovascular treatment for decades, delivering groundbreaking medicines that extend and improve life, and that's where we intend to stay there.

We are Novartis.

Join us and help reimagine medicine!

Job Purpose:

The Primary Care Area Business Leader leads the entire PC portfolio of products and is accountable for Area sales performance, as measured by IC plan, key customer and market strategies, and strategic & effective resource allocation and management. The ABL will work collaboratively with cardiovascular partners and have a seamless selling strategy.

The Area Business Leader will build effective and enduring local relationships with key customers and collaborate with cross-functional commercial peers (e.g., Marketing, Market Access, other Franchise Sales Associates etc.) to maximize business results. This Area Business Leader will also be accountable for leading, motivating and developing a high-performing team. Responsibilities include coaching representatives for success, managing the product needs and sales execution acumen of their teams.

This is a remote opportunity.

Your Key Responsibilities:

Applies National, Regional, and local strategies to develop and execute Area sales plans.

Builds effective and enduring customer relationships; identifies and works closely with the most significant customers in the area.

Serves in a leadership role with regional management team on assigned responsibilities, and is considered a content specialist and area reference point for all promoted portfolio products.

Builds working relationships with C-Suite executives and key partners at assigned strategic accounts.

Leads a high-performing team of Sales Representatives, and includes hiring, training, and developing Sales Specialists, as necessary. Provides coaching and feedback aligned to NPC values/behaviors and sales functional proficiencies. Inspires representatives to meet and exceed sales objectives.

Maintains ongoing communication with Managing Director related to all areas of team's performance, development and area needs.

Efficiently and effectively manages/optimizes allocation of resources to deliver productive business results.

Develops in-depth understanding of the local market environment and customers, and communicates customer insights to internal partners and drives execution of portfolio business strategies.

## **Diversity & Inclusion / EEO**

*The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.*

## **Minimum Requirements**

What You'll Bring to the Role:

Bachelor's degree (preferably in Life Sciences, Pharmacy, or Business related field).

Minimum 5-7 years commercial Pharmaceutical/Biotech/Medical Device experience, including sales experience.

At least 2 years of management experience or completion of Novartis SMDP.

Demonstrated ability to lead and inspire a group towards meeting and exceeding objectives.

Demonstrated ability to increase sales through facilitating relationships between customers' organizations and Novartis.

Strong leadership, planning & organization, problem-solving and decision making skills.

Demonstrated ability to be creative, think "outside –the-box" and use innovative approaches while maintaining necessary compliance

This is a remote position. Candidate must be based within that region or within a reasonable daily commuting distance. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. No relocation available.

Preferred Qualifications:

Specialty experience and/or Hospital/Institutional experience is a plus.  
Experience with leading sales team through product launches.

Leveling Guidelines:

The position will be filled at level commensurate with experience.

PCP Area Business Leader I:

External: 5+ years' experience of commercial bio/pharm/device sales experience, or 2+ years' pharma management.

Internal: Current Novartis Sales Associate that has successfully completed Novartis SMDP or embody 2+ years of pharmaceutical/biotech sales management experience within the last two years prior to joining the company.

PCP Area Business Leader II:

External: 7+ years' experience of commercial bio/pharm/device sales experience, or 4+ years' pharma management.

Internal: Current Novartis Sales Associate that has successfully completed Novartis SMDP or embody 4+ years of pharmaceutical/biotech sales management experience within the last two years prior to joining the company.

PCP Senior Area Business Leader:

External: 10+ years' experience of commercial bio/pharm/device sales experience, or 8+ years' pharma management.

Internal: Current Novartis Sales Associate that has successfully completed Novartis SMDP or embody 8+ years of pharmaceutical/biotech sales management experience within the last two years prior to joining the company.

Division

PHARMA

Business Unit

US PHARMA

Location

USA

Site

Orlando, FL

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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