

## ABL - RLT

Job ID  
393483BR

4月 30, 2024

USA

### 摘要

-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>

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部门  
US

Business Unit  
Innovative Medicines

地点  
USA

站点  
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

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