

## Regional Business Manager

Job ID  
REQ-10010338

11月 22, 2024

India

### 摘要

-Managers of a regional or local sub function of sales e.g. Territory Sales etc., usually managing a small team as First Level Line Manager. Responsible for driving the sales operations plan and for achieving agreed sales and broader performance targets for their part of the organization/specific product area. Develop an effective sales team through training and coaching or management of key commercial programs.

### About the Role

Major Accountabilities:

- Plan, adapt and communicate effective strategy for execution based on deep local knowledge, augmenting experience and instinct with data and insights
- Translate the national customer engagement strategy and objectives into territory implementation plans to achieve agreed targets

- Ensure and improve targeting accuracy
- Ensure local plans are executed according to strategy and follow up to determine targets are achieved -Advocate critical processes necessary to support customer excellence and drive team engagement and adoption
- Leverage available data to drive business performance and aid decision-making in complex and high-pressure situations, considering risks and impact
- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes

#### Minimum Requirements:

Able to understand changing dynamics of Pharmaceutical industry.

- Market Knowledge and Network is desirable.
- Pre-launch activities.
- Sales in Healthcare / Pharma / related business.
- Analytical Skill, Change Management, Coaching.
- Collaboration, Commercial Excellence.
- Complexity Management.
- Compliance, Ethics, Healthcare Sector.
- Problem Solving Skills.
- Professional Communication.

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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>

部门

International

Business Unit

Innovative Medicines

地点

India

站点

Tamil Nadu

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

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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