

Field Sales Lead	der, Oncology	(Scotland,	Northern	Ireland &	North
East England)					

Job ID REQ-10015542

9月 27, 2024

United Kingdom

摘要

This is a first line sales management role covering Scotland, Northern Ireland and the North East of UK. In addition this role will be accountable for developing and implementing training plans for knowledge based content across all sales teams on the brand. You will be in a team of three sales managers leading sales activity for a priority Breast Cancer brand.

About the Role

Location:

This is a field based role covering Scotland, Northern Ireland and the North East of UK.

Key Responsibilities

- Accountable for the performance of the team, striving to exceed agreed sales and market share targets.
- 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.
- Communicate the sales force strategy and objectives to field force team and translate it into regional implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.
- Implement incentive program to motivate and stimulate field force to achieve goals.
- Accountable for budget and expenses for the team.
- · Accountable for collaboration between key accounts and the wider cross-functional team
- Accountable to maintain growth of market share in respective region for respective products.
- Use specialised knowledge, for influencing peers, subordinates, and external stakeholders.

Essential requirements

- First line sales management experience in a Pharmaceutical company
- Successful track record of Pharmaceutical sales
- Training and/or L&D experience desirable
- Experience of pre-launch and launch is desirable
- Existing knowledge and network of the territory market is highly desirable.
- Supportive yet performance led management style
- · Strong communication skills
- NHS & UK experience is highly desirable

Commitment to Diversity & Inclusion: :

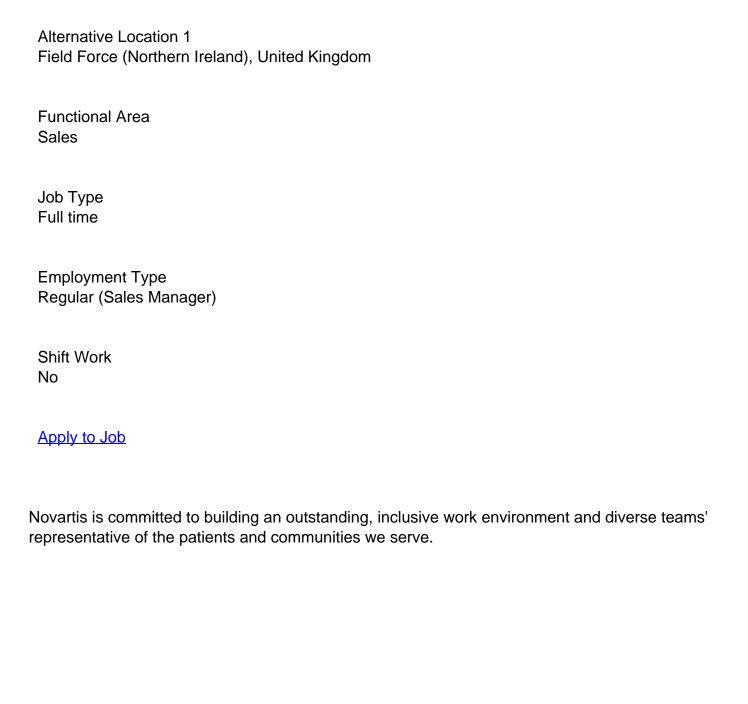
We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: https://www.novartis.com/about/strategy/people-and-culture

You'll receive:

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities,





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