

# 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>

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Division

US

Business Unit

Innovative Medicines

Standort

USA

Site

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Der Umsatz

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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