

# 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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Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

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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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