

Regional Business Manager - Jaipur

Job ID
REQ-10029873

11月 13, 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

Key Responsibilities

- 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

Role Requirements:

- Able to understand changing dynamics of Pharmaceutical industry.
- Market Knowledge and Network is desirable.
- Pre-launch activities.
- Sales in Healthcare / Pharma / related business.
- Desirable Requirements: Cardiovascular experience

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:

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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

International

Business Unit

Innovative Medicines

地点

India

站点

Rajasthan

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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