

Regional Business Manager

Job ID
REQ-10061895

12月 01, 2025

India

摘要

The Regional Business Manager/First Line Sales Manager (FLM) is responsible for leading a high-performing sales team to deliver exceptional customer engagement and achieve commercial objectives. This role requires strategic thinking, deep market knowledge, and the ability to translate national strategies into effective local execution.

About the Role

Job Location-Kolkata

Key Responsibilities

- Lead and coach a high-performing sales team to exceed regional business objectives.
- Translate national strategies into actionable territory plans with measurable outcomes.
- Drive customer engagement by fostering tailored, value-based interactions.

- Leverage data and insights to optimize targeting and territory performance.
- Ensure flawless execution of brand strategy and monitor progress against KPIs.
- Promote a culture of compliance, ethics, and continuous improvement.
- Collaborate cross-functionally to align field execution with broader business goals.

Role Requirements

- Bachelor ' s degree in Life Sciences, Business, or a related field
- Proven experience in pharmaceutical or healthcare sales
- Demonstrated ability to lead and develop high-performing teams
- Strong understanding of market dynamics and customer engagement
- Experience in executing pre-launch and go-to-market strategies
- Ability to analyze data and make informed business decisions

Desirable Requirements

- Experience in the cardiovascular therapeutic area is a strong advantage.
- Experience in managing product launches or lifecycle transitions

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Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message

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部门
International

Business Unit
Sales

地点
India

站点
West Bengal

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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