

Area Sales Manager - Neuro / Oncology / Hematology

Job ID
REQ-10077041

6月 22, 2026

Slovakia

Available in: English

摘要

#LI-Hybrid

Location: Bratislava, Slovakia

Relocation Support: This role is based in Bratislava, Slovakia. Novartis is unable to offer relocation support: please only apply if accessible.

The Area Manager is accountable for leading, coaching, and developing a high-performing field sales team to deliver patient impact and achieve agreed commercial objectives within a defined geography. The role translates brand and therapeutic area strategy into area execution, drives performance through coaching and disciplined execution, and ensures high-quality customer engagement in line with Novartis values, behaviors, and compliance standards.

About the Role

Key Responsibilities:

- Deliver sales objectives, market share, and profitability across the area by using data, analytics, and market insights to prioritize actions, manage risks, and support forecasting.
- Lead, coach, and develop a high-performing team of Sales Representatives, fostering accountability, continuous development, and a performance-driven culture.
- Execute structured field coaching and joint customer visits aligned with International Commercialization Excellence standards and ensure accurate documentation of coaching activities.
- Drive adoption of new commercialization models, tools, and ways of working, ensuring consistent execution of omnichannel and customer-centric engagement strategies.
- Review field effectiveness assessments and collaborate with execution excellence teams to implement targeted capability development plans.
- Build strong relationships with key customers and stakeholders, enabling effective cross-functional collaboration to maximize business and patient impact.
- Provide insights on territory and market dynamics, consolidating team input into actionable recommendations for brand and cross-functional teams.
- Ensure compliance with Novartis policies, ethical standards, and financial governance while responsibly managing area budgets and resources.
- Identify, develop, and prepare future talent and successors within the sales organization.

Requirements:

- University degree in life sciences, medical, business, or a related field; minimum 5 years of experience in pharmaceutical or healthcare sales; proficiency in English and local language.
- Proven first-line people management experience with strong coaching and talent development capabilities.
- Demonstrated track record of achieving sales targets and managing competitive brands and/or product launches.
- Strong analytical and strategic mindset with the ability to interpret data, KPIs, and market insights.
- Experience in omnichannel customer engagement and effective use of digital and AI-enabled sales tools.
- Ability to lead through ambiguity and drive change in dynamic environments.
- Strong communication, collaboration, and stakeholder management skills.
- High standards of integrity, ethical behavior, and strong compliance awareness.

Benefits & Rewards

- We offer minimum of 37.440 EUR annually along with annual bonus.
- Monthly pension contribution matching your contribution up to 3% of your gross monthly base salary
- Risk Life Insurance (full cost covered by Novartis)
- 1 week holiday above the Labour Law requirement
- 4 paid sick days within one calendar year in case of absence due to sickness without a medical sickness report

- Cafeteria employee benefit program - choice of benefits from Benefit Plus SK for 500 EUR per year
- Meal vouchers of 7 EUR each working day (full tax covered by the company)
- MultiSport Card contribution

Commitment to Diversity and Inclusion / EEO paragraph:

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

<https://talentnetwork.novartis.com/network>

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Primary location salary range
€ 32,760.00 - € 60,840.00

部门
International

Business Unit
General Management

地点
Slovakia

站点
Bratislava

Company / Legal Entity
SKA2 (FCRS = SK002) Novartis s.r.o

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a72d92ae4ce8297063833", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
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(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =  
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a  
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to  
capture the player directly. thumbEmbedPromise .then(function(player) {  
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataLayer.js that a new player is ready so  
it can // attach custom event listeners immediately, regardless of when // the user clicked the  
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {  
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {  
console.error(e.message) }
```

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2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Bratislava/Area-ManagerREQ-10077041-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Bratislava/Area-ManagerREQ-10077041-1>