NOVARTIS

Sales Rep - Institutional (Territory Business Executive)

Job ID
REQ-10084510

九月 10, 2026

India

摘要

As a Territory Business Executive (TBE), you ’ ll lead with purpose - crafting personalized experiences that reflect the unique needs of each account and Health Care Provider (HCP). Acting as the primary point of contact, you ’ ll build meaningful connections, identify shared priorities, and navigate solutions that link customers to Novartis resources, all with the goal of improving patient outcomes.

Success in this role comes from balancing demand generation with strategic account engagement. You ’ ll bring expertise in clinical and account-based selling, access navigation, collaborative problem-solving, team orchestration, and omni-channel engagement.

About the Role

Key Responsibilities:

- Drive territory business plans to exceed sales and growth objectives across assigned government

and institutional accounts.

- Identify business opportunities across government hospitals, medical colleges, Army, CGHS, ESIC, railways, and other public healthcare systems.

- Build strong professional relationships with healthcare professionals, department heads, faculty members, pharmacists, and institutional influencers.

- Generate advocacy for innovative brands through scientific and evidence-based discussions aligned with patient needs.

- Effectively navigate institutional decision-making processes to facilitate broader product access.

- Lead multi-channel engagement to maximize coverage and influence.

- Ensure accurate reporting and resolve issues promptly.

- Collaborate with cross-functional teams to optimize resources and forecasts.

- Champion compliance and uphold Novartis ' ethical standards.

- Monitor market trends and competitor activities to inform strategy.

- Provide insights to enhance promotional effectiveness and territory performance.

Essential Requirements:

- Science educational background is must, B.Sc., B. Pharma

- Management degree preferred

- Minimum 2+ years in pharmaceutical sales, preferably with a Cardiology , Immunology, Oncology, Vaccines or other innovative portfolio sales background.

- Strong scientific acumen with the ability to translate clinical and product knowledge into value-based selling, effectively communicating differentiated patient and therapeutic benefits to healthcare professionals.

- Proven ability to drive prescription generation and achieve sales targets

- Demonstrated understanding & experience working with CGHS, ARMY, Railways, ESIC and State Government accounts

- Strong knowledge of disease management and treatment protocols

- Ability to engage with healthcare professionals from the territory effectively

- Preferred experience with specialty as well as mass market product

- Excellent communication, negotiation and relationship-building skills

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.

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: Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: https://www.novartis.com/careers/benefits-rewards

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部门
International

Business Unit
Sales

地点
India

站点
Madhya Pradesh

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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