NOVARTIS

Sales Head - Solid

Job ID
REQ-10091918

十一月 06, 2026

India

摘要

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the portfolio and managing the sales team.May be responsible for leading the sales function in a country.

About the Role

Key Responsibilities

- Drive business growth and achieve sales objectives.
- Execute customer-centric engagement plans with FLMs and key stakeholders.
- Ensure compliance with product complaint, adverse event reporting, and sample distribution processes.

Essential Requirements

- Pharmaceutical sales or healthcare customer engagement experience.
- Strong customer-facing, stakeholder management, and communication skills.
- Ability to drive business results while adhering to compliance standards.

Desirable Requirements

- Experience in specialty pharmaceutical sales.
- Exposure to business planning and cross-functional collaboration.
- Good understanding of healthcare market dynamics and CRM tools.

Key performance indicators:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

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)

部门
International

Business Unit
Marketing

地点
India

站点
Mumbai (Head Office)

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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