

# Territory Business Executive

Job ID  
REQ-10001550  
Aug 14, 2024  
India

## Summary

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner

## About the Role

### Key Responsibilities

- 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.
- Accountable for achieving own and team's agreed sales, productivity and performance targets. Creates and executes business plans to drive this achievement, and is responsible for brands' strategic and tactical planning in line with company strategy and standards. Works independently to maintain existing clients and to develop new business opportunities.
- Manages and optimizes effective allocation of resources to deliver required business results. Manages area sales and expense budgets. -Serves as a communication bridge from Senior Management to Sales Representatives / Product Specialists.
- Leads a high-performing team of Medical Representatives / Product Specialists; hires, trains and develops them as necessary; provides coaching and feedback to the team. -Manages relationships with key accounts' decision makers, key opinion leaders, patient associations; and other colleagues across business functions to achieve desired results.
- Masters product knowledge and disease area knowledge; and coach the team on the same. Gathers and is updated on required information regarding the market, key competitors' market data, pricing intelligence, key accounts etc. -Ensures Excellency in Customer Satisfaction and Customer Services.
- Complete all reporting and administrative requirements in a timely and accurate manner. -Operates within Novartis compliance, policies and procedures; and creates a culture that ensures all reports, direct and indirect, do the same.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products

within 24 hours of receipt -Distribution of marketing samples (where applicable)

- Achievement of sales revenue and market share targets vs plan -Management of operating expenses within agreed budgets through effective monitoring and reporting systems -Customer Satisfaction and Key accounts relationship maintenance within the Assigned territory -Field force efficiency, Product launch Success Rate - Development of patient and customer centric programs -Med Reps' performance within the assigned territory

Essential Requirements:

- Must have - Bachelor's degree. (Desirable) – Bachelor's in Pharma/ Science, Master's. 1st Degree in Life science or equivalent
- 8+ years as a GP/ Hospital representative with a proven record of sales performance.
- Knowledge of the health care system and its changing environment. Selling skills in an account development role.
- Therapy class background. Sales in Healthcare / Pharma / related business Specific Product knowledge desirable Established Network to target Customer Group desirable

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: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity and Inclusion:

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

Accessibility and accommodation

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](mailto: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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

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Division

International

Business Unit

Innovative Medicines

Location

India

Site

Tamil Nadu

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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