

# Regional Business Manager

Job ID  
REQ-10010338  
Nov 22, 2024  
India

## Summary

-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.

## About the Role

### Major Accountabilities:

- Plan, adapt and communicate effective strategy for execution based on deep local knowledge, augmenting experience and instinct with data and insights
- Translate the national customer engagement strategy and objectives into territory implementation plans to achieve agreed targets
- Ensure and improve targeting accuracy
- Ensure local plans are executed according to strategy and follow up to determine targets are achieved - Advocate critical processes necessary to support customer excellence and drive team engagement and adoption
- Leverage available data to drive business performance and aid decision-making in complex and high-pressure situations, considering risks and impact
- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes

### Minimum Requirements:

#### Able to understand changing dynamics of Pharmaceutical industry.

- Market Knowledge and Network is desirable.
- Pre-launch activities.
- Sales in Healthcare / Pharma / related business.
- Analytical Skill, Change Management, Coaching.
- Collaboration, Commercial Excellence.
- Complexity Management.
- Compliance, Ethics, Healthcare Sector.
- Problem Solving Skills.
- Professional Communication.

## 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>

## 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:

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

**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>

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 Manager)

Shift Work

No

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## 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.

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

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