

Field Sales Leader, CVD - Midlands area

Job ID

REQ-10039751

fév 21, 2025

Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

Résumé

This is a Field Sales Leader role in the CVD team covering the Midlands area including Birmingham, Leicester, Northampton, Berkshire, Oxfordshire, Buckinghamshire, Nottinghamshire and Lincolnshire. The role involves management of the sales function and leading sales activity to deliver agreed sales targets for the Novartis CVD brands.

About the Role

Location:

This role is a field based role covering the Midlands and surrounding areas in the UK which requires travel within the region. Only candidates eligible to work permanently in UK and residing in this location should apply please.

#LI-Remote

Key responsibilities:

- Accountable for performance of the allocated team, striving to exceed agreed sales and market share targets.
- Accountable for budget and expenses for the team.
- Communicate the sales force strategy and objectives to the team and translate it into regional implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.
- Lead, motivate, direct, develop, train and coach the sales team in order to deliver performance targets. Accountable for continuous improvement of team selling skills and product knowledge.
- Implement incentive program to motivate and stimulate field force to achieve goals.
- Accountable for collaboration with key accounts, marketing/brand managers and medical managers; securing strategy implementation and operational plans for products.
- Accountable for initiatives that secure sales and promote products; through effective leadership of the sales team.
- Accountable to maintain growth of market share in respective region for respective products.
- Identify and implement business-building opportunities in order to support volume and market share growth.
- Keep abreast of the latest scientific developments in the assigned therapeutic area.
- Use specialised knowledge, for influencing peers, subordinates, and external stakeholders.

Commitment to Diversity & Inclusion:

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

Role Requirements:

- Solid experience of field sales management within the pharmaceutical industry.
- Experience of working in both Primary and Secondary Care is key.
- Strong understanding and experience of working in UK healthcare market is essential.
- Experience of working in CVD therapy area is desirable.
- Specialised market knowledge and customer network is highly beneficial.
- Full UK drivers licence is essential.

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:

Competitive salary, Sales incentive scheme, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn 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
Emplacement
Royaume-Uni de Grande-Bretagne et d'Irl. du Nord
Site
Field Force (England / Wales)
Company / Legal Entity
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.
Functional Area
Ventes
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No
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