

# National Sales Manager

Job ID  
REQ-10032294  
Dec 04, 2024  
Australia

## Summary

Experience the exciting evolution happening at Novartis! As a vital part of our Neuroscience & Gene Therapy Team, this is your chance to make a true impact on the lives of many. With our commitment to reaching more people, we are seeking an inspirational and experienced people leader to join us.

As the National Sales Manager, you will have the opportunity to lead, mentor, and coach a team of Portfolio Account Specialists. Your exceptional communication skills, combined with a deep understanding of the industry, especially in Neurology, will enable you to inspire your team to surpass their goals and reach their highest potential.

## About the Role

- Lead a high-performing team of Portfolio Account Specialists, including hiring, training, and development
- Possess in-depth product knowledge and strong coaching skills focused on disease areas
- Stay updated on market information, competitors' data, pricing intelligence, and key accounts
- Optimize resource allocation to achieve business results and manage sales and expense budgets
- Take accountability for meeting individual and team sales, productivity, and performance targets
- Develop and execute business plans aligned with company strategy, ensuring strategic and tactical planning for brands
- Independently maintain existing clients and proactively seek new business opportunities
- Ensure timely and accurate completion of all reporting and administrative tasks

## What you'll bring to the role:

- Bachelor's degree in business, management, or a related field.
- Strong pharmaceutical professional with a proven track record in sales leadership. Experience in Neurology is highly beneficial.
- Exceptional communication skills to effectively engage and mentor a field-based team, and to align them with the organization's mission.
- Excellent interpersonal skills, capable of engaging effectively with diverse stakeholders.
- Possesses a growth mindset and is willing to take smart risks.

**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

Australia

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Alternative Location 1

Victoria (VIC), Australia

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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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