

# First Line Manager

Job ID  
REQ-10032760  
Dec 16, 2024  
Peru

## Summary

El gerente de ventas de primera línea (FLM) impulsa el rendimiento de las ventas al liderar un equipo comercial diverso y comprometerse con las partes interesadas clave para impulsar experiencias personalizadas para los clientes y ofrecer valor. Reclutan, desarrollan, retienen y entrenan a las personas para cumplir con éxito los objetivos estratégicos y comerciales del territorio. Inculcan una cultura de alto rendimiento y responsabilidad que inspira y motiva al equipo a ejecutar la estrategia y las tácticas de marca centradas en el cliente de una manera ética y conforme. El FLM lidera, ejecuta y da seguimiento a la estrategia y las tácticas de marca en sus regiones, compartiendo información sobre el terreno para impulsar el cliente, el compromiso y el rendimiento.

## About the Role

### Key Responsibilities

- Lead and grow the business
- Translate national customer engagement strategy and objectives into territorial implementation plans to achieve agreed objectives
- Ensure and improve segmentation accuracy
- Ensure that local plans are executed in accordance with the strategy and monitoring to determine that objectives are achieved
- Act as a territory orchestrator and work collaboratively with other field positions to achieve results through high-performance teamwork
- Increase advocacy and engagement with local/regional key opinion leaders who can have high regional impact
- Facilitate collaboration within cross-functional teams (e.g., field physicians, brand, patient support) to design and implement solutions that address unmet needs
- Develop, implement and monitor a customer-centric business plan in collaboration with cross-functional partners to optimize the customer experience

### Essential requirements

- University degree
- Validated experience in leadership roles, preferably within the pharmaceutical industry working with Oncology products
- Solid understanding about public healthcare system
- Proficient in English is a plus
- Cross-functional collaboration, strategic mindset and business acumen

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## Commitment to Diversity and Inclusion

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Division

International

Business Unit

Innovative Medicines

Location

Peru

Site

Lima (Pharmaceuticals / GDD / CTS)

Company / Legal Entity

PE01 (FCRS = PE001) Novartis Biosciences Peru

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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