

# Sales Manager

Job ID  
REQ-10043393  
Jul 02, 2025  
Chile

## Summary

Location: Santiago

About the role:

The First Line Sales Manager (FLM) drives sales performance by leading a diverse commercial team and engaging with key stakeholders to drive tailored customer experiences and deliver value. They recruit, develop, retain and coach individuals to successfully deliver on strategic and commercial territory objectives. They instill a culture of high performance and accountability that inspires and motivates the team to execute on customer-centric brand strategy and tactics in a compliant and ethical way. The FLM leads, executes and follows up on brand strategy and tactics in their regions, sharing field insights in order to drive customer engagement and performance.

## About the Role

### Key Responsibilities:

- 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

### Essential Requirements

- University degree
- Validated experience in leadership and commercial roles within the pharmaceutical industry, preferably working in Oncology and/or Hematology
- Deep understanding of the national healthcare system
- Cross-functional collaboration and leadership
- Strategic mindset / agile learning
- Availability to travel up to 30%

### Benefits and rewards

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## 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.

**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?

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Division

International

Business Unit

Innovative Medicines

Location

Chile

Site

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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