

Field Sales Leader, Dermatology - South of England

Job ID

REQ-10047371

Jun 05, 2025

United Kingdom

Summary

As a Field Sales Leader at Novartis, you will lead, motivate, and coach a team of sales representatives (KAMs) to achieve performance objectives and deliver growth in line with our strategic goals. You will be responsible for driving sales performance, building relationships with key healthcare professionals, and ensuring the effective execution of sales and marketing strategies. Your leadership will foster a culture of high performance, collaboration, and innovation, making a tangible impact on patient outcomes.

About the Role

Key Responsibilities:

- Accountable for leading, developing, motivating and coaching a team of key account managers to achieve and exceed all performance targets for the South Dermatology team.
- Drive the execution of the strategic plan across your assigned region and therapeutic area.
- Accountable for continuous improvement of team selling skills and product knowledge.
- Monitor team performance, providing regular feedback and development opportunities.
- Develop and retaining talent.
- Building strong relationships with key opinion leaders (KOLs), healthcare professionals, and other important stakeholders across the NHS.
- Collaborate with cross-functional teams including marketing, medical, and value & access to ensure alignment and effective execution.
- Analyse market trends, competitor activities, and customer needs to identify growth opportunities in line with the strategic plan.
- Implement incentive program to motivate and stimulate field force to achieve business objectives.
- Accountable for budget and expenses for the team.
- Ensure compliance with all regulatory and company policies and procedures, promoting ethical sales practices.
- Report on sales metrics, team performance KPIs, and market insights to senior management.

Essential Requirements:

- Bachelor's degree in Life Sciences, Business, or a related field.
- Previous experience of leading and managing teams
- Successful track record of pharmaceutical sales
- Successful track record of driving sales performance and achieving targets in a Pharmaceutical company.
- Excellent communication, interpersonal, and presentation skills.
- Experience of performance coaching
- Ability to analyse data and market trends to make informed business decisions.
- High emotional intelligence and ability to lead and coach a team with empathy and integrity.
- Exceptional knowledge of the pharmaceutical industry, including regulations, compliance, and healthcare landscape.
- NHS & UK experience is essential, and Immunology knowledge is highly desirable

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

Universal Hierarchy Node

Location

United Kingdom

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Alternative Location 1

Field Force (Northern Ireland), United Kingdom

Alternative Location 2

Field Force (Scotland), United Kingdom

Functional Area

Sales

Job Type

Full time

Employment Type
Regular (Sales Manager)
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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