

# Sales Value Manager Speciality Care

Job ID  
REQ-10025752  
Oct 11, 2024  
Mexico

## Summary

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the portfolio and managing the sales team. May be responsible for leading the sales function in a smaller country.

## About the Role

### Major accountabilities:

- Lead and Grow the Business -Develop, implement, and monitor a customer-centric national business plan in collaboration with FLMS and cross-functional partners to optimize the customer experience

### Key performance indicators:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

### Minimum Requirements:

#### Work Experience:

- Able to understand changing dynamics of Pharmaceutical industry.
- Market Knowledge and Network is desirable.
- Pre-launch activities.
- Sales in Healthcare / Pharma / related business.

#### Skills:

- Analytical Skill.
- Change Management.
- Coaching.
- Collaboration.
- Commercial Excellence.
- Complexity Management.
- Compliance.
- Ethics.
- Financial Literacy.
- Healthcare Sector.
- Influencing Skills.
- Leadership.

- Management.
- Mentorship.
- Problem Solving Skills.
- Professional Communication.
- Team Work.

#### Languages :

- English.

**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

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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representative of the patients and communities we serve.

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