

Zonal Business Manager

Job ID
REQ-10031674
Dec 19, 2024
India

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

Key Responsibilities

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Develop, implement, and monitor a customer-centric Zonal business plan in collaboration with FLMS and cross-functional partners to optimize the customer experience.
- Lead and grow the business
- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

Role Requirements:

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

Desirable Requirements: Cardiovascular experience

Why Novartis:

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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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

India

Site

West Bengal

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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