

National Sales Manager, Neuroscience

Job ID
REQ-10056317
Jun 26, 2025
Australia

Summary

At Novartis, we are reimagining medicine to improve and extend people's lives. As a global healthcare leader, our purpose fuels innovation, empowers individuals, and inspires change. Joining Novartis means being part of a company that transforms bold ideas into solutions that make a difference in the lives of millions worldwide.

If you're ready to lead with impact, elevate customer experiences, and contribute to life-changing therapies, this is your opportunity to shine as our National Sales Manager in our Neuroscience team!

As National Sales Manager, you will play a key role in driving sales success and advancing Novartis' neuroscience portfolio. Reporting directly to the Country Therapy Area Head, Neuroscience, you will lead a high-performing commercial team with the goal of delivering customer-centric strategies to exceed objectives. Through exceptional leadership, strategic execution, and data-driven decision-making, you will continually push boundaries to deliver value to healthcare professionals, patients, and stakeholders.

About the Role

- Drive national sales excellence by executing tailored customer engagement strategies to deliver on neuroscience objectives and maximise nationwide performance.
- Lead and inspire your team by fostering a motivated, high-performing team driven by innovation, accountability, and results.
- Translate national customer strategies into actionable territory plans while leveraging deep market knowledge and insights.
- Ensure precision in identifying healthcare professionals and stakeholders with the most potential impact on objectives.
- Monitor and evaluate performance to ensure targets are achieved, and adapt plans as needed to optimise success.
- Share actionable insights from the field to enhance neuroscience brand strategies and customer engagement.
- Advocate processes that prioritise delivering superior value to healthcare professionals, patients, and stakeholders.

To thrive in this role and contribute to Novartis' transformative journey, you will bring the following:

- Proven Experience in Sales Leadership: Demonstrated success in pharmaceutical/healthcare sales, including pre-launch and market development.

- Understanding of evolving dynamics within the pharmaceutical/healthcare industry and desirable networks in neuroscience.
- Strong analytical skills, change management capabilities, collaborative teamwork, and commercial excellence expertise.
- Leadership and Coaching: Exceptional ability to mentor and inspire teams to achieve stretching goals while maintaining focus on compliance and ethics.
- Clear and impactful communication skills with internal teams, healthcare professionals, and stakeholders.

At Novartis, we don't just offer a job – we offer the opportunity to change lives. As National Sales Manager for Neuroscience, you'll be part of a mission combining innovation, collaboration, and personal growth. You'll lead a team of passionate professionals, tackle meaningful challenges, and contribute directly to breakthroughs that matter.

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>

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Division

International

Business Unit

Universal Hierarchy Node

Location

Australia

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Alternative Location 1

Queensland (QLD), Australia

Alternative Location 2

Victoria (VIC), Australia

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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