

Sales Value Manager.

Job ID
REQ-10056823
Jul 03, 2025
Mexico

Summary

LI-Onsite

Location: Mexico City, Mexico

Relocation Support: This role is based in Mexico City, Mexico. Novartis is unable to offer relocation support: please only apply if accessible.

Are you ready to make a real impact in patients' lives while growing your career with purpose? As a Sales Value Manager at Novartis, you won't just manage accounts—you'll build trusted partnerships that shape the future of specialty care in Mexico. You'll be the voice of our customers, the connector of cross-functional teams, and the driver of innovative solutions that truly matter. If you're passionate about making healthcare more accessible and meaningful, this is your chance to lead with heart and deliver with purpose—right where it counts.

About the Role

Key Responsibilities

- Own and manage strategic relationships with assigned key accounts to drive long-term value and growth
- Develop and execute tailored account plans aligned with customer goals and Novartis objectives
- Lead contract negotiations and ensure optimal access and reimbursement for specialty care products
- Collaborate cross-functionally to deliver impactful solutions that address customer and patient needs
- Mentor peers by sharing best practices in account strategy, contracting, and healthcare market insights

Essential Requirements

- Bachelor's degree in a relevant field
- Minimum 5 years of experience in sales, preferably in speciality care
- Proven success in managing strategic accounts and driving business growth
- Strong leadership and collaboration skills across cross-functional teams
- Excellent communication skills in English, both written and verbal
- Deep understanding of the healthcare environment and customer dynamics in Mexico

Desirable Requirements

- Experience working within multinational pharmaceutical companies or complex healthcare systems
- Familiarity with CRM tools and data-driven decision-making in account management

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

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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Accessibility and accommodation

Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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