

Area Sales Manager - Neuro / Oncology / Hematology

Job ID
REQ-10077041
май 26, 2026
Словакия

Сводка

#LI-Hybrid
Location: Bratislava, Slovakia

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

The Area Manager is accountable for leading, coaching, and developing a high-performing field sales team to deliver patient impact and achieve agreed commercial objectives within a defined geography. The role translates brand and therapeutic area strategy into area execution, drives performance through coaching and disciplined execution, and ensures high-quality customer engagement in line with Novartis values, behaviors, and compliance standards.

About the Role

Key Responsibilities:

- Deliver sales objectives, market share, and profitability across the area by using data, analytics, and market insights to prioritize actions, manage risks, and support forecasting.
- Lead, coach, and develop a high-performing team of Sales Representatives, fostering accountability, continuous development, and a performance-driven culture.
- Execute structured field coaching and joint customer visits aligned with International Commercialization Excellence standards and ensure accurate documentation of coaching activities.
- Drive adoption of new commercialization models, tools, and ways of working, ensuring consistent execution of omnichannel and customer-centric engagement strategies.
- Review field effectiveness assessments and collaborate with execution excellence teams to implement targeted capability development plans.
- Build strong relationships with key customers and stakeholders, enabling effective cross-functional collaboration to maximize business and patient impact.
- Provide insights on territory and market dynamics, consolidating team input into actionable recommendations for brand and cross-functional teams.
- Ensure compliance with Novartis policies, ethical standards, and financial governance while responsibly managing area budgets and resources.
- Identify, develop, and prepare future talent and successors within the sales organization.

Requirements:

- University degree in life sciences, medical, business, or a related field; minimum 5 years of experience in pharmaceutical or healthcare sales; proficiency in English and local language.
- Proven first-line people management experience with strong coaching and talent development capabilities.
- Demonstrated track record of achieving sales targets and managing competitive brands and/or product launches.
- Strong analytical and strategic mindset with the ability to interpret data, KPIs, and market insights.
- Experience in omnichannel customer engagement and effective use of digital and AI-enabled sales tools.
- Ability to lead through ambiguity and drive change in dynamic environments.
- Strong communication, collaboration, and stakeholder management skills.
- High standards of integrity, ethical behavior, and strong compliance awareness.

Benefits & Rewards

- We offer minimum of 37.440 EUR EUR annually along with annual bonus.
- Monthly pension contribution matching your contribution up to 3% of your gross monthly base salary
- Risk Life Insurance (full cost covered by Novartis)
- 1 week holiday above the Labour Law requirement
- 4 paid sick days within one calendar year in case of absence due to sickness without a medical sickness report
- Cafeteria employee benefit program – choice of benefits from Benefit Plus SK for 500 EUR per year
- Meal vouchers of 7 EUR each working day (full tax covered by the company)
- MultiSport Card contribution

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

<https://talentnetwork.novartis.com/network>

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.
[Read our handbook \(PDF 30 MB\)](#)

Дивизион
International
Business Unit

General Management
Место
Словакия
Сайт
Bratislava
Company / Legal Entity
SKA2 (FCRS = SK002) Novartis s.r.o
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

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