

Area Sales Manager, Oncology - NSW & WA

Job ID
REQ-10082267
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Австралия

Сводка

We are seeking an Area Sales Manager, Oncology Portfolio to lead a high-performing field sales team across our oncology portfolio, which spans both haematology and solid tumours. This is a critical leadership role responsible for translating enterprise and brand strategy into impactful field execution, driving strong customer engagement, improving patient access, and delivering sustainable commercial growth.

Reporting to the Country Head, Oncology, you will join a high-performing team and play a key role in shaping field strategy, building capability, and strengthening relationships across priority oncology accounts.

As the Area Sales Manager, Oncology Portfolio, you will be accountable for leading, coaching, and developing a team of Oncology Sales Specialists to achieve agreed sales, market share, and performance objectives.

You will act as a strategic connector across the business, working closely with Marketing, Medical, Market Access, Customer Operations, and other cross-functional partners to ensure alignment between commercial priorities, customer insights, and execution in the field.

About the Role

- Lead, coach, and develop a team of Oncology Sales Specialists to deliver sales, market share, and performance targets.
- Drive execution of key account management strategies across priority oncology centres.
- Develop and implement robust territory and business plans aligned to national portfolio strategy.
- Monitor performance trends and use data-driven insights to course-correct and maximise impact.
- Translate customer, market, and competitor insights into actionable field strategies.
- Build strong relationships with key stakeholders, including oncologists, pharmacists, multidisciplinary teams, and priority accounts.
- Partner closely with Marketing, Medical, Market Access, and Customer Operations to align strategy and execution.
- Contribute field insights into brand planning, portfolio strategy, and cross-functional initiatives.
- Recruit, develop, and retain high-performing Oncology Sales Specialists.
- Build a culture of accountability, collaboration, compliance, and high performance.
- Ensure all activities are conducted in line with company policies, the Medicines Australia Code of Conduct, and pharmacovigilance requirements.

About You

You are commercially driven, patient-focused, and motivated to make an impact in oncology. You may already be an experienced pharmaceutical sales leader, or you may be a high-performing representative or commercial associate who is ready to grow into a people leadership role.

To be successful, you will bring:

- Proven pharmaceutical sales experience, ideally within Oncology.
- Leadership experience or demonstrated leadership potential, with aspiration to move into people leadership.
- A strong track record of delivering commercial results and achieving performance targets.
- Strong understanding of the Australian healthcare environment and, ideally, the oncology landscape.
- Experience in key account management and customer engagement.
- Strong analytical skills and the ability to generate actionable insights from data.
- The ability to lead through ambiguity, manage change, and drive execution.
- Strong coaching, influencing, collaboration, and relationship-building skills.
- A patient-centric mindset and genuine focus on improving outcomes.

What Success Looks Like:

- Consistent delivery of sales, market share, and strategic objectives across the oncology portfolio.
- A high-performing engaged team with strengthened capabilities.
- Strong and trusted relationships with key oncology stakeholders and priority accounts.
- Effective execution of key account plans and customer engagement strategies.
- Tangible impact on patient access and treatment outcomes.
- Recognised leadership influence across the broader Oncology organisation.

Why Join Us?

This is an exciting opportunity to join a high-performing Oncology team and contribute to a portfolio that spans both haematology and solid tumours. You will have the opportunity to lead talented people, influence strategic priorities, and play a meaningful role in improving outcomes for patients across Australia.

We are open to applications from both experienced sales leaders and high-performing representatives or commercial associates who have the capability, ambition, and aspiration to move into leadership.

If you are based in **NSW or WA** and are ready to take the next step in oncology sales leadership, we would love to hear from you.

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?

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
Австралия
Сайт
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

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