NOVARTIS

Sales Rep (Institutional Territory Business Executive)

Job ID
REQ-10083184
Авг. 14, 2026
Индия

Сводка

Incumbent is responsible for driving territory performance by executing robust business plans, building strong customer relationships, and delivering impactful, compliant engagement. The role focuses on achieving sales and growth objectives through effective multi-channel customer interactions, data-driven insights, and close collaboration with cross-functional teams.
They play a critical role in translating strategy into in-field execution—leveraging market intelligence, optimizing resource utilization, and continuously enhancing promotional effectiveness to maximize customer impact and territory outcomes. The role requires strong ownership of reporting, responsiveness to operational issues, and a commitment to upholding Novartis' ethical and compliance standards.

About the Role

Location-Delhi

Key Responsibilities:

- Drive territory business plans to exceed sales and growth objectives.
- Build and strengthen customer relationships to deliver impactful solutions.
- Lead multi-channel engagement to maximize coverage and influence.
- Ensure accurate reporting and resolve issues promptly.
- Collaborate with cross-functional teams to optimize resources and forecasts.
- Champion compliance and uphold Novartis' ethical standards.
- Monitor market trends and competitor activities to inform strategy.
- Provide insights to enhance promotional effectiveness and territory performance.

Essential Requirements:

- Science educational background is must, B.Sc., B. Pharma
- Management degree preferred
- Minimum 2+ years in pharmaceutical sales, preferably with a cardiology or other specialty sales background.
- Strong scientific acumen with the ability to translate clinical and product knowledge into value-based selling, effectively communicating differentiated patient and therapeutic benefits to healthcare professionals.
- Proven ability to drive prescription generation and achieve sales targets
- Additional requirement for Institutional TBE/Sr. TBE/ ASM – Understanding/Knowledge of CGHS, ARMY, Railways, ESIC and State Government accounts
- Strong knowledge of disease management and treatment protocols
- Ability to engage with healthcare professionals from the territory effectively
- Preferred experience with specialty as well as mass market product
- Excellent communication, negotiation and relationship-building skills

Commitment to Diversity and Inclusion / EEO paragraph:

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

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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Дивизион
International
Business Unit
Sales
Место
Индия
Сайт

Delhi Territory
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

Accessibility and accommodation

Novartis is committed to working with and providing 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 diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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