NOVARTIS

Sales Head - Solid

Job ID
REQ-10091918
Ноя. 06, 2026
Индия

Сводка

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the portfolio and managing the sales team.May be responsible for leading the sales function in a country.

About the Role

Key Responsibilities

- Drive business growth and achieve sales objectives.
- Execute customer-centric engagement plans with FLMs and key stakeholders.
- Ensure compliance with product complaint, adverse event reporting, and sample distribution processes.

Essential Requirements

- Pharmaceutical sales or healthcare customer engagement experience.
- Strong customer-facing, stakeholder management, and communication skills.
- Ability to drive business results while adhering to compliance standards.

Desirable Requirements

- Experience in specialty pharmaceutical sales.
- Exposure to business planning and cross-functional collaboration.
- Good understanding of healthcare market dynamics and CRM tools.

Key performance indicators:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

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
Marketing
Место
Индия
Сайт
Mumbai (Head Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
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.

Job ID
REQ-10091918

Sales Head - Solid

Apply to Job

Job ID
REQ-10091918

Sales Head - Solid

Apply to Job

Source URL: *https://novartis.ru/kr-ko/careers/career-search/job/details/req-10091918-sales-head-solid*

List of links present in page

1. https://www.novartis.com/about/strategy/people-and-culture
2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
3. mailto:diversityandincl.india@novartis.com
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Mumbai-Head-Office/Sales-Head---Solid_REQ-10091918
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Mumbai-Head-Office/Sales-Head---Solid_REQ-10091918