

# Territory Business Executive

Job ID  
393064BR  
Apr 16, 2024  
India

## Summary

-Experienced sales professionals responsible (directly or indirectly) for achieving sales targets and promoting the products to medical practitioners and allied health care professionals; for a specific account, product or a given territory in a specialty area. Brings specialist knowledge in the required therapeutic area..

## About the Role

### Major accountabilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives -Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales -Provide Key account/hospital network support, market access support, including referral networks -Have a deep understanding in the respective specialist area and priority products.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors -Achieve agreed contact, coverage and frequency targets through various communication channels -Ensure customer satisfaction and best in class customer relationship -Ensure the accurate and timely completion of all reports -Handle enquiries and complaints quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Provide input into effective use of promotional funds and territory sales forecasting.
- Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis Demonstrate Behavior in accordance with Novartis code of practices.
- In case of a Manager/ Leader; the person is responsible for the sales planning; target; reporting; and knowledge of the team/account and of himself/herself.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

### Key performance indicators:

- Achievement of sales revenue and market share targets vs plan.
- Responsible for budget allocated to cover customer activities -Customer Satisfaction and Customer relationship building -Maintenance of Key Accounts -Sales Planning and Reporting

### Minimum Requirements:

### Work Experience:

- Sales in Healthcare / Pharma / related business.
- Specific Product knowledge desirable.
- Established Network to target Customer Group desirable.

**Skills:**

- NA.

**Languages :**

- English.

**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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<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

India

Site

Tamil Nadu

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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