

# Field Sales Leader (North)

Job ID  
REQ-10015542  
Jul 18, 2024  
United Kingdom

## Summary

One of three sales managers in the sales function, leading sales activity for priority Breast Cancer Brand. This role is a field based covering the North of the UK including Scotland and Northern Ireland. In addition this role will be accountable for developing and implementing training plans for knowledge based content across all sales teams on the brand.

## About the Role

### Key Responsibilities

- National accountability for product and disease area training in mBC and future eBC therapy area
- Planning with L&D using Training Needs Analysis
- Accountable for budget and expenses for the team.
- Communicate the sales force strategy and objectives to field force team and translate it into regional implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.
- Lead, motivate, direct, develop, train and coach the sales team in order to deliver performance targets.
- Accountable for continuous improvement of team selling skills and product knowledge.
- Implement incentive program to motivate and stimulate field force to achieve goals.
- Accountable for collaboration with key accounts, marketing/ product managers and medical advisers; securing strategy implementation and operational plans for products -Accountable for initiatives that secure sales and promote products; through effective leadership of the sales team.
- Accountable to maintain growth of market share in respective region for respective products.
- Identify and implement business-building opportunities in order to support volume and market share growth.
- Keep abreast of the latest scientific developments in the assigned therapeutic area; stay updated on product knowledge, market pricing, competitor pricing etc. to recommend the Brand team, Market Access Team and other cross-functional teams.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.

- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Responsible for providing regularly any sales report as agreed.
- Ensure all Novartis compliances, procedures and policies are followed.
- Develop an inclusive team culture.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt - Distribution of marketing sam

### **Essential requirements**

- Sales in Healthcare / Pharma / related business.
- Training and/or L&D experience desirable
- Pre-launch activities.
- Market Knowledge and Network is desirable.
- Able to understand changing dynamics of Pharmaceutical industry.

### **Why Novartis?**

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

### **You'll receive:**

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

### **Join our Novartis Network:**

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

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

Division

International

Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (Scotland)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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

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