

Territory Sales Manager (KAM) - Czech Republic

Job ID

REQ-10044371

Mar 14, 2025

Czech Republic

Summary

Member of a sales team, the Territory Sales manager's purpose is to achieve sales target and improve market share and/or growth for allocated products in their defined territory. The Territory Sales manager are responsible for the best-in-class execution of the brand strategy defined by the marketing team, in their territory. They are responsible for the design and execution of their own territory tactical plan. They promote the brand towards targeted Healthcare Professionals through an omnichannel approach combining face-to-face and digital interactions, as well as congresses and peer-to-peer digital and physical events. They must operate accordingly to the legal, regulatory and compliance rules of Novartis and Czech regulations.

About the Role

Key Responsibilities:

- Build and develop relationships with targeted HCPs within assigned accounts (hospitals, clinics, office-based HCPs...).
- Provide detailed information to target audience, according to cycle messaging instructions, using the communication models provided by Novartis.
- Reach promotional call targets according to defined segmentation & targeting plan.
- Maintain contacts with targeted audience through tailored-made Omnichannel plan (F2F calls, P2P events, congresses, RTE, digital events, ...).
- Collect and share business insights from HCPs and competition to the brand teams (marketing, medical, market access).
- Share expertise and knowledge of the therapeutic area, the patient journey, the communication and actions of competitors, to anticipate and effectively handle business opportunities and challenges.
- Provide regular feedback to the brand team on Novartis marketing campaigns and competition activities in assigned territory and suggest adaptations.
- Implement product strategies within the assigned region following marketing and direct manager's guidance.
- Map the patient journey customers (eg. Specialty care hospitals, referral centres, eHealth solution providers...), and analyse difficulties and needs at a territory level.
- Design Territory plans based on acute analysis of the market trends and product performance, competitive intelligence analysis, patient journey analysis and robust understanding and analysis of the territory strengths, weaknesses, opportunities, and threats.
- Input the territory plan in dedicated tools and present to the sales and marketing team within the defined governance of the therapeutic area.
- Evaluate parameters for achieving territory goals. Anticipate potential barriers to achieve goals and propose solutions for success.

- Participate in Novartis P2P and national congresses organization and invitations of HCPs.
- Participate in Novartis P2P events and congresses: local, regional, national (eventually international) congresses.
- Operate within assigned budgets, adhering to all applicable policies (P3, SOPs).
- Report sales activities in Novartis CRM tool as per Novartis guidance.
- Report Pharmacovigilance (Adverse events, off-label uses, misuses...) and Quality incidents as per Novartis guidance.
- Act ethically, adhere to all Novartis Code of conduct, V&B and compliance standards and policies.
- Successfully complete extensive training and onboarding activities.
- Maintains high level of product & therapeutic area knowledge.

General requirements:

- Be aligned with all internal processes, regulations and procedures (SOPs).
- Implement all tasks or projects assigned by the line manager.
- Stay in sync with all valid regulations of Czech Republic.
- Follow rules edited by accounts (hospitals rules and regulations).
- Inform direct superior about nonstandard situations/information.
- Active demeanor towards their own professional development according to agreed goals.
- On time reporting of spontaneous adverse events (AE) reports and technical complaints for all Novartis products.
- Proper handling of Marketing Samples and ensuring of all related documents.

Essential Requirements:

- Native Czech and English on level B1
- Minimal 3 years relevant sales experience in the pharmaceutical field, experience from oncology centers preferred
- Valid driver's license B
- Strong communication skills, communicate in an open, clear, complete, timely and consistent manner
- Negotiation and presentation skills, capable of adapting the appropriate style/selling approaches with ethics and professionalism
- Fully supports and implements decisions. Committed to achieving agreed-upon targets
- Assign the highest priority to customer satisfaction, listen to customers, and create solutions for unmet customer needs. Build and maintain close relationships with local opinion leaders and clients

You'll receive:

- Company car
- Quaterly bonuses
- Monthly pension contribution matching your contribution up to 3% of your gross monthly base salary
- Company Shares Program
- Risk Life Insurance (full cost covered by Novartis)
- 5-week holiday per year (1 week above the Labour Law requirement)
- MultiSport Card (costs covered by company)
- 4 paid sick days within one calendar year in case of absence due to sickness without a medical sickness report
- Cafeteria employee benefit program – choice of benefits from Benefit Plus for 12,500 CZK per year
- Meal vouchers for 105 CZK for each working day (full tax covered by the company)

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>

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

Czech Republic

Site

Prague

Company / Legal Entity

CZ02 (FCRS = CZ002) Novartis s.r.o

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to di.cz@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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