

# PNH Specialist

Job ID

387793BR

Juli 30, 2024

Japan

## Zusammenfassung

Managers of a regional or local sub function of sales e.g. Territory Sales etc., usually managing a small team as First Level Line Manager. Responsible for driving the sales operations plan and for achieving agreed sales and broader performance targets for their part of the organization/specific product in an Oncology specialty area. Develop an effective sales team through training and coaching or management of key commercial programs. Brings specialist knowledge in the required therapeutic area.

## About the Role

### Major accountabilities:

- Accountable for achieving own and team's agreed sales, productivity and performance targets.
- Creates and executes business plans to drive this achievement, and is responsible for brands' strategic and tactical planning in line with company strategy and standards.
- Works independently to maintain existing clients and to develop new business opportunities.
- Manages and optimizes effective allocation of resources to deliver required business results.
- Manages area sales and expense budgets.
- Serves as a communication bridge from Senior Management to Sales Specialists.
- Leads a high-performing team of Product Specialists; hires, trains and develops them as necessary; provides coaching and feedback to the team.
- Influence key account strategy in tandem with appropriate cross functional partners -Master product knowledge and disease area knowledge; and coach the team on the same.
- Gathers and is updated on required information regarding the market, key competitors' market data, pricing intelligence, key accounts etc. -Ensures Excellency in Customer Satisfaction and Customer Services.
- Complete all reporting and administrative requirements in a timely and accurate manner.
- Operates within Novartis compliance, policies and procedures; and creates a culture that ensures all reports, direct and indirect, do the same.
- 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 - Management of operating expenses within agreed budgets through effective monitoring and reporting systems - Customer Satisfaction and Key accounts relationship maintenance within the Assigned territory - Field force efficiency, Product launch Success Rate - Development of patient and customer centric programs - Performance within the assigned territory

## Minimum Requirements:

### Work Experience:

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

### Languages :

- English and Japanese

**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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Abteilung

International

Business Unit

Innovative Medicines

Ort

Japan

Website

Head Office (Japan) (Pharmaceuticals)

Company / Legal Entity

JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area

Der Umsatz

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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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