

First Line Manager / District Manager

Job ID
REQ-10008892
Ago 21, 2024
Croacia

Resumen

-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 area. Develop an effective sales team through training and coaching or management of key commercial programs.

About the Role

Major accountabilities:

- Ensuring accomplishment of promotional targets by brands by efficient leading of CEMs teams
- Regular tracking and analyzing of business results
- Having high level of insight in all disease areas within Immunology-CRM therapy area
- To participate in Customer Engagement Managers/Specialists assessment and structural organization within the team - territory allocation coverage
- To ensure effective management of the Customer Engagement Managers /Specialists team including training and personal development in terms of ongoing training, coaching and counselling through regular field visits and management of recruitment, performance, development and retention of CEMs/CESs in the area through quality processes - working in conjunction and support from P&O department.
- To ensure outstanding personal and team knowledge, and understanding of Novartis priority products, technical information, product strategy, positioning, key messages and programs.
- To implement with excellence the planned activities and marketing campaigns adhering to the relevant Codes of Ethics/regulations.
- To ensure effective communication which reflects leadership, focus, direction and motivation of the customer relations team.
- To develop and monitor an integrated operational plan which achieves the goals for the area / including territory budget, recourse allocation, fair and balanced target, transparent and motivating incentives.
- **Languages :**
 - Croatian & English
 - **Education:** University degree in Medicine, Pharmacy, Biology, Chemistry or other relevant education

- **Experience:**
- >5 years in pharma business
- Experience in people management

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>

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División

International

Business Unit

Innovative Medicines

Ubicación

Croacia

Sitio

Croatia

Company / Legal Entity

HR03 (FCRS = HR003) Novartis Hrvatska d.o.o.

Functional Area

Ventas

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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