

Country Promotion Manager - Neurology

Job ID
REQ-10015349
Jul 18, 2024
Polonia

Resumen

Would you like to be part of an unstoppable team who every day changes lives of those affected by MS? There are around 54 thousands patients living with MS in Poland and through your work you can ensure that we increase awareness about this disease, diagnosis and treatment. You will have opportunity to join cross functional team working together driving innovative approaches in healthcare and changing the future for those affected by MS. As an Country Promotion Manager (First Line Manager) you will be responsible for engaging external stakeholders and leading team to ensure patients have access to MS treatment across Poland. As part of your role you will coach and develop individuals increasing effectiveness but also accountability of each individual. You will have strong analytical skills and ability to introduce innovative ideas to your team. As part of the cross functional team you will regularly work with teams in head office providing new perspectives and insights.

About the Role

Key responsibilities:

Your responsibilities include, but are not limited to:

- Achieve set of objectives for the Sales Team, including sales targets, market shares, market shares growth, evolution index and other KPIs established in the company following current strategy & priorities
- Manage effective FTE/ resource allocation in a sales team to deliver business results
- Manage, supervise, motivate and mentor sales team in the scope of the teams accountabilities, constantly building and developing capabilities of the future, including Impactful Customer Engagement.
- Ensures Excellency in Customer Services, manage the mapping of stakeholders process, including segmentation and targeting;
- Develop new business opportunities and maintain existing customers,
- Report to the manager on the performance of the Sales Team ensuring high-quality, accuracy and completeness of data reporters.

Essential Requirements:

- University degree (scientific, economics or business degree)
- Language skills: Polish - Fluent, English- communicative level.
- At least 5-years operational experience in customer-facing roles in pharmaceutical field. Ideally including

3-years of managerial roles.

- Strong leadership skills, ability to constantly develop skills and capabilities of direct reports
- Results-driven mindset, strong strategic and analytical thinking, ability to predict future trends on the market and take corrective actions to achieve business objectives
- Excellent negotiation and persuasion skills, interpersonal and efficient communication
- Ability to quickly build collaborative working relationships with a diverse range of stakeholders
- Entrepreneurial and proactive management skills with a “can do attitude” to manage fast-growing market

Desirable Requirements:

- Digital skills and interest about innovative solutions.

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>

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>

Commitment to Diversity and Inclusion:

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

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/ne>

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División

International

Business Unit

Innovative Medicines

Ubicación

Polonia

Sitio

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area
Ventas
Job Type
Full time
Employment Type
Regular
Shift Work
No
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