

Zonal Business Manager

Job ID
REQ-10031674
Mar 11, 2025
Inde

Résumé

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the portfolio and managing the sales team. May be responsible for leading the sales function in a smaller country.

About the Role

Key Responsibilities

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Develop, implement, and monitor a customer-centric Zonal business plan in collaboration with FLMS and cross-functional partners to optimize the customer experience.
- Lead and grow the business
- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

Role Requirements:

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

Desirable Requirements: Cardiovascular experience

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>

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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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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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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

Universal Hierarchy Node

Emplacement

Inde

Site

West Bengal

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Ventes

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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