

Field Sales Leader - Breast Cancer - South & East

Job ID
REQ-10051989

5月 14, 2025

United Kingdom

摘要

As a Field Sales Leader for Breast Cancer at Novartis, you will lead, motivate, and coach a team of sales representatives (KAMs) to achieve performance objectives and deliver growth in line with our strategic goals. You will be responsible for driving sales performance, building relationships with key healthcare professionals, and ensuring the effective execution of sales and marketing strategies. Your leadership will foster a culture of high performance, collaboration, and innovation, making a tangible impact on patient outcomes.

About the Role

Location:

This is a field based role requiring significant travel on the territory which covers from Southampton to East Anglia including London.

Candidates should live on territory. Unfortunately we are unable to offer relocation or visa support for this role.

#LI-Remote

Key Responsibilities:

- Accountable for leading, developing, motivating and coaching a team of key account managers to achieve and exceed all performance targets for the South team.
- Drive the execution of the strategic plan across your assigned region and therapeutic area.
- Accountable for continuous improvement of team selling skills and product knowledge.
- Monitor team performance, providing regular feedback and development opportunities.
- Develop and retaining talent.
- Building strong relationships with key opinion leaders (KOLs), healthcare professionals, and other important stakeholders across the NHS.
- Collaborate with cross-functional teams including marketing, medical, and value & access to ensure alignment and effective execution.
- Analyse market trends, competitor activities, and customer needs to identify growth opportunities in line with the strategic plan.
- Implement incentive program to motivate and stimulate field force to achieve business objectives.
- Accountable for budget and expenses for the team.
- Ensure compliance with all regulatory and company policies and procedures, promoting ethical sales practices.
- Report on sales metrics, team performance KPIs, and market insights to senior management.

Requirements:

- Bachelor's degree in Life Sciences, Business, or a related field.
- Previous experience of leading and managing teams
- Successful track record of pharmaceutical sales
- Successful track record of driving sales performance and achieving targets in a Pharmaceutical company.
- Excellent communication, interpersonal, and presentation skills.
- Experience of performance coaching
- Ability to analyse data and market trends to make informed business decisions.
- High emotional intelligence and ability to lead and coach a team with empathy and integrity.
- Exceptional knowledge of the pharmaceutical industry, including regulations, compliance, and healthcare landscape.
- NHS & UK experience is essential, and Oncology knowledge is desirable

Internal candidates - please discuss and agree your application with your manager before applying for a role.

Commitment to Diversity:

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

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>

You'll receive:

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

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>

部门
International

Business Unit
Universal Hierarchy Node

地点
United Kingdom

站点
Field Force (England / Wales)

Company / Legal Entity
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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