

First Line Sales Manager - Oncology Bucharest/ Cluj

Job ID
REQ-10053022

9月 23, 2025

Romania

摘要

We are seeking a dynamic and experienced First Line Sales Manager to join our Oncology team in Bucharest or Cluj. The successful candidate will be responsible for leading and managing a team of sales representatives to achieve sales targets and drive business growth in the oncology sector. This role requires a strategic thinker with strong leadership skills and a deep understanding of the oncology market.

About the Role

Major Accountabilities:

- Lead, coach, and develop a team of sales representatives to achieve sales targets and objectives.
- Develop and implement sales strategies to drive business growth and market share in the oncology sector.

- Drive digital adoption tools and channels within the team based on customer profiling and needs.
- Propose and plan specific strategies by creating an OCE Regional Action Plan aligned with national strategy and tactics.
- Lead Medical Representatives / KAMs in the development and execution of their OCE plans.
- Build professional relationships, identify and collaborate with key partners and medical experts in the field.
- Collect, manage, and present relevant information on customers, market trends, performance, and competitors to internal stakeholders.
- Collaborate with cross-functional teams, including marketing, medical, and regulatory, to ensure alignment and execution of business strategies.

Minimum Requirements:

- Bachelor's degree in Life Sciences, Business, or a related field.
- Minimum of 5 years of sales experience in the pharmaceutical or healthcare industry, with at least 2 years in a managerial role.
- Strong knowledge of the oncology market and therapeutic areas.
- Proven track record of achieving sales targets and driving business growth.
- Excellent leadership, communication, and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficiency in English and Romanian.

Why consider Novartis?

766 million lives were touched by Novartis medicines in 2021, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do at Novartis!

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>

部门

International

Business Unit

Universal Hierarchy Node

地点

Romania

站点

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area

Sales

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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