

Sales Operations and Execution Manager

Job ID
REQ-10053445

6月 10, 2025

Canada

摘要

Location: Montreal or Toronto #LI-Hybrid

Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

About the role:

This role is ideal for someone eager to closely collaborate with the TA 's top leadership, apply their marketing expertise and sales knowledge to drive impactful change while building advanced capabilities across teams and systems by playing a key part in developing and refining processes that empower sales teams to succeed in dynamic, fast-paced environments. This is a chance to lead initiatives that enhance performance, optimize execution, and support the growth of key capabilities essential for navigating complex networks and relationships while honing the skills necessary to foster collaboration, alignment and influence.

In this head-office position focused on internal capability-building, you will work hand-in-hand with sales leadership to drive executional excellence, strategic planning, and continuous upskilling of the

field team. Whether it's supporting onboarding programs, coordinating sales planning cycles, or delivering regular impactful ongoing training, you'll play a critical role in equipping our oncology sales force to transform lives through cutting-edge solutions for breast cancer patients. This is an opportunity to shape how the team operates, collaborate across functions, identify gaps and help design solutions to address them while embodying our mission of driving innovative treatments and improving patient outcomes.

Reporting to the National Sales Director (NSD) - Oncology, the Sales Operations and execution manager (Kisqali) is a pivotal role designed for those looking to flex their strategy thinking and build their leadership acumen.

Permanent position

About the Role

Key Responsibilities:

- Lead the evolution of our onboarding program, building on its existing foundation to craft a refined experience tailored specifically to meet the unique needs of the Therapeutic Area (TA) in oncology sales. Partner with stakeholders to ensure new hires are equipped with the deep product, disease, market, and tools expertise required to excel in this specialized space.
- In close collaboration with top TA leadership, coordinate logistics and drive content development for national and regional sales meetings, ensuring alignment with strategic priorities.
- Serve as the central point of contact for Sales Leaders for ensuring product-agnostic operational alignment and ensuring real-time coordination of objectives tailored to the distinct priorities of mBC and eBC teams.
- Capture and synthesize field-driven insights into cohesive, actionable strategies by liaising with key departments (e.g., compliance, marketing, training) to develop tailored sales initiatives, agile pivots and reactions, impactful training content, and clear communication tools in collaboration with the NSD.
- Elevate disease and product expertise by co-designing and facilitating quarterly assessments (tests, role-plays, or simulations), building in measurable benchmarks to elevate and keep the sales team at the highest possible level in its field.
- Spearhead the development and real-time refinement of the Breast Cancer business plan, coordinating its presentation to the extended team and integrating agile updates and pivots as needed.
- Ensure training content aligns with product strategy, compliance, regulatory guidelines, and market dynamics while maintaining localization efforts and real-time updates.

Essential Requirements:

- Experience: 5-8 years in pharmaceutical/oncology sales and/or sales operations and/or

training, or enablement roles

- Leadership Skills: Proven capacity to drive cross-functional collaboration, influence outcomes, and manage projects with multiple stakeholders.
- Technical Expertise: Proficient in data-driven analysis and reporting (Excel, PowerPoint) with experience extracting insights using CRM tools, PowerBI, and similar platforms.
- Communication: Excellent facilitation, presentation, and interpersonal skills to motivate and engage teams.
- Personal Attributes: A dynamic team player and problem-solver energized by innovation, collaboration, and supporting a team committed to meaningful work in oncology.

Desirable Requirements:

- Knowledge: Strong understanding of oncology market dynamics and customer needs (asset). Familiarity with Canadian healthcare systems and oncology reimbursement frameworks highly desirable.
- Languages: Bilingualism (English/French) is an asset.

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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部门

International

Business Unit

Innovative Medicines

地点
Canada

站点
Montreal

Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Alternative Location 1
Toronto, Canada

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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