

# **Territory Business Executive**

Job ID REQ-10056390

9月 29, 2025

India

## 摘要

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

### About the Role

Job Location-Kochi, India

### Key Responsibilities

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives.
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales, provide Key account/hospital network support, market access

- support, including referral networks. Have a deep understanding in the respective specialist area and priority products. Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels, ensure customer satisfaction and best in class customer relationship, ensure the accurate and timely completion of all reports, handle enquiries and complaints quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives. provide input into effective use of promotional funds and territory sales forecasting.
- Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis Demonstrate Behavior in accordance with Novartis code of practices.
- In case of a Manager/ Leader; the person is responsible for the sales planning; target; reporting; and knowledge of the team/account and of himself/herself. Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt. Distribution of marketing samples (where applicable)
- Achievement of sales revenue and market share targets vs plan. Responsible for budget allocated to cover customer activities. Customer Satisfaction and Customer relationship building. Maintenance of Key Accounts -Sales Planning and Reporting

### Role Requirements:

- 2+ years of Sales experience in Healthcare / Pharma / related business, established network to target Customer Group desirable
- Territory knowledge is must.
- · Science educational background is must, B.Sc, B.Pharma
- · Good communication skills

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

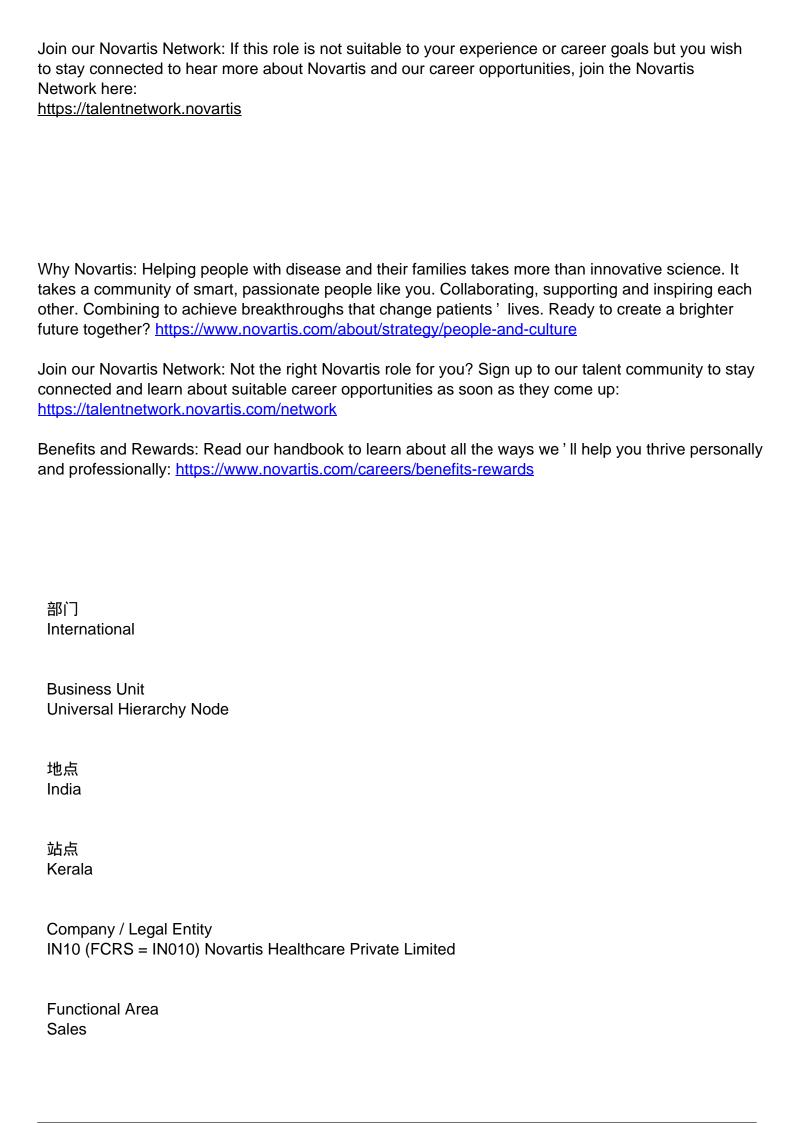
You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. https://www.novartis.com/careers/benefits-rewards

#### 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.

#### Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message



Job Type Full time
Employment Type Regular (Sales)
Shift Work No
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