

## Manager, Account Based Selling Skills Training

Job ID  
REQ-10058401

7月 25, 2025

USA

### 摘要

#LI-Remote

**Location:** This position can be based remotely anywhere in the U.S. (there may be some restrictions based on legal entity). Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

### About the Role

Are you passionate about transforming how sales teams engage with customers? As the Manager of Account Based Selling Skills Training, you ' ll play a pivotal role in shaping the future of strategic customer engagement at Novartis. You ' ll design and deliver innovative training programs that empower field sales specialists to apply a broad, strategic approach with each customer at the local account, connecting data, insights, and tactics into powerful local account strategies. This is your

opportunity to influence how we build meaningful relationships with customers and drive demand at the local account level – all while collaborating with dynamic teams and making a real impact.

### Key Responsibilities

- Design and deliver account-based selling skills training to support new hires and tenured field teams
- Integrate curricula seamlessly with Novartis' customer engagement model
- Maintain expertise in account-based selling and team-based sales coordination
- Champion account based selling trends and embed them into training programs
- Partner with field leadership to enable coaching and skill application
- Monitor and adapt training strategies to meet evolving business needs
- Collaborate with training colleagues to align curriculum development and execution efforts with in-person promotion skills, omnichannel engagement skills, and business acumen skills.

### Essential Requirements

- Minimum 3 years of successful experience in pharmaceutical or life sciences sales
- Demonstrated ability to plan and execute with an account-based selling mindset
- Strong organizational and operational decision-making skills
- Proven track record of managing multiple projects and meeting deadlines
- Ability to collaborate effectively and adapt to changing business needs
- Excellent presentation skills for both small and large group settings
- Strong written and verbal communication and interpersonal skills
- Comfortable navigating ambiguity and shifting priorities

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between: \$126,00 and \$234,000/year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

Company will not sponsor visas for this position.

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

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>

#### EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

#### Accessibility & Reasonable Accommodations

The Novartis Group of Companies are 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 application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门  
US

Business Unit  
Universal Hierarchy Node

地点  
USA

状态  
Remote, US

站点  
Remote Position (USA)

Company / Legal Entity  
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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