

Area Sales Manager

Job ID
REQ-10061368

9月 14, 2025

Russian Fed.

摘要

We are looking for Area Sales Manager IBBI with the responsibility for the whole country.
Location Russia, Moscow

About the Role

Major accountabilities:

- Accountable for performance of the allocated team, striving to exceed agreed sales and market share targets.
- Accountable for budget and expenses for the team.
- Communicate the sales force strategy and objectives to field force team and translate it into regional implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.
- Lead, motivate, direct, develop, train and coach the sales team in order to deliver

performance targets.

- Accountable to maintain growth of market share in respective region for respective products of in-market brands portfolio.
- Ensure all Novartis compliances, procedures and policies are followed.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.

Major Requirements:

- Sales in Healthcare / Pharma / related business.
- Pre-launch activities.
- Experience with pharma retail, specialty and distributors.
- Able to understand changing dynamics of Pharmaceutical industry.

What we offer for you:

Competitive salary and semi-annual bonus level, corporate car, medical insurance (for the employee and children, additional discount given for close relatives), life insurance, meal allowance, mobile compensation, flexible working hours, hybrid working, internal and external educational courses and trainings, 3 additional days of paid vacation, professional and career development opportunities (locally as well as worldwide).

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
Russian Fed.

站点
Moscow (City)

Company / Legal Entity
RU07 (FCRS = RU007) Novartis Pharma LLC

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

[Apply to Job](#)

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



Job ID
REQ-10061368

Area Sales Manager

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10061368-area-sales-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://novartis.talentsys.ru/gateway.html?recTitle=Area%20Sales%20Manager&requisition=REQ-10061368&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Moscow-City/Area-Sales-ManagerREQ-10061368-1%0D>
5. <https://novartis.talentsys.ru/gateway.html?recTitle=Area%20Sales%20Manager&requisition=REQ-10061368&redirect=https%3A//novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Moscow-City/Area-Sales-ManagerREQ-10061368-1%0D>