

Regional Business Manager

Job ID
REQ-10062647

11月 03, 2025

India

摘要

The Regional Business Manager/First Line Sales Manager (FLM) is responsible for leading a high-performing sales team to deliver exceptional customer engagement and achieve commercial objectives. This role requires strategic thinking, deep market knowledge, and the ability to translate national strategies into effective local execution.

About the Role

Job Title: Regional Business Manager
#LI-Onsite
Location: Bangalore, Karnataka

Key Responsibilities

- Lead and coach a high-performing sales team to exceed regional business objectives.
- Translate national strategies into actionable territory plans with measurable outcomes.
- Drive customer engagement by fostering tailored, value-based interactions.
- Leverage data and insights to optimize targeting and territory performance.
- Ensure flawless execution of brand strategy and monitor progress against KPIs.
- Promote a culture of compliance, ethics, and continuous improvement.
- Collaborate cross-functionally to align field execution with broader business goals.

Role Requirements

- Bachelor ' s degree in Life Sciences, Business, or a related field
- Proven experience in pharmaceutical or healthcare sales
- Demonstrated ability to lead and develop high-performing teams
- Strong understanding of market dynamics and customer engagement
- Experience in executing pre-launch and go-to-market strategies
- Ability to analyze data and make informed business decisions

Desirable Requirements

- Experience in the cardiovascular therapeutic area is a strong advantage.
- Experience in managing product launches or lifecycle transitions
- Experience in Trade Sales

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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

Universal Hierarchy Node

地点

India

站点

Bangalore (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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