

Regional Business Manager - Institutional

Job ID
REQ-10062652

9月 22, 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-Institutional Sales

#LI-Onsite

Location: Mumbai

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 Institutional Sales

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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>

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

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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
Maharashtra

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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