

Area Sales Manager

Job ID
REQ-10063798

10月 06, 2025

India

摘要

As an Area Sales Manager, you ' ll be at the forefront of driving regional growth and building lasting customer relationships. This is your opportunity to make a real impact by leading sales initiatives, identifying new business opportunities, and delivering results that matter. If you're passionate about creating value and thrive in a dynamic, remote environment, this role is your chance to shape success across the region.

About the Role

Job Title: Area Sales Manager
#LI-Remote
Location: Bangalore

Key Responsibilities

- Drive regional sales growth through strategic planning and execution
- Build and maintain strong relationships with key customers and stakeholders
- Identify new business opportunities to expand market presence
- Lead territory planning and forecasting to meet sales targets
- Collaborate with cross-functional teams to support product launches
- Monitor competitor activity and adjust strategies accordingly
- Provide regular sales performance updates to leadership

Role Requirements

- A bachelor ' s degree in life sciences, pharmacy, or business to support strong domain understanding
At least 5 years of proven success in pharmaceutical sales, with consistent target achievement
Demonstrated ability to build trust and influence through clear, confident communication
Skilled in negotiating win-win outcomes and navigating complex customer needs
Strong analytical mindset to interpret market trends and translate insights into action
Comfortable using CRM platforms and reporting tools to manage performance and pipeline

Desirable Requirements

- Experience in oncology therapy sales or related therapeutic areas
- Familiarity with hospital-based oncology product launches and stakeholder engagement

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

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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

India

站点

Karnataka

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type
Regular (Sales)

Shift Work
No

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