

Zonal Business Manager

Job ID
REQ-10065625

10月 26, 2025

India

摘要

Step into a leadership role where your strategic vision and sales expertise will shape outcomes across a dynamic healthcare portfolio. As Zonal Business Manager, you 'll drive impactful business plans, empower teams, and elevate patient experiences across your region.

About the Role

Job Title: Zonal Business Manager

#LI-Onsite

Location: Mumbai, India

Key Responsibilities

- Lead regional sales strategy and execution to achieve defined product portfolio targets
- Collaborate with First Line Managers (FLM) and cross-functional teams to develop customer-

centric business plans

- Monitor and optimize customer experience through tailored engagement initiatives
- Drive team performance through coaching, development, and motivation
- Ensure effective distribution and utilization of marketing samples (where applicable)
- Analyze market trends and competitor activity to inform strategic decisions
- Support pre-launch planning and execution for new product introductions
- Maintain compliance with internal policies and industry regulations

Role Requirements

- Minimum 15 years of experience in sales within healthcare, pharma
- At least 2 years of experience as a second-line manager (SLM)
- Proven ability to lead and manage high-performing sales teams
- Strong understanding of evolving pharmaceutical industry dynamics
- Experience in pre-launch planning and execution of new products
- Demonstrated ability to build and leverage market networks
- Prior experience in cardiovascular therapy areas or related specialties

Desirable Requirements

- Experience in managing sales across multiple regions or zones
- Exposure to strategic planning in cross-functional healthcare initiatives

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!

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Please include the job requisition number in your message.

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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
Mumbai (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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