

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!

Learn more here: https://www.novartis.com/about/strategy/people-and-culture

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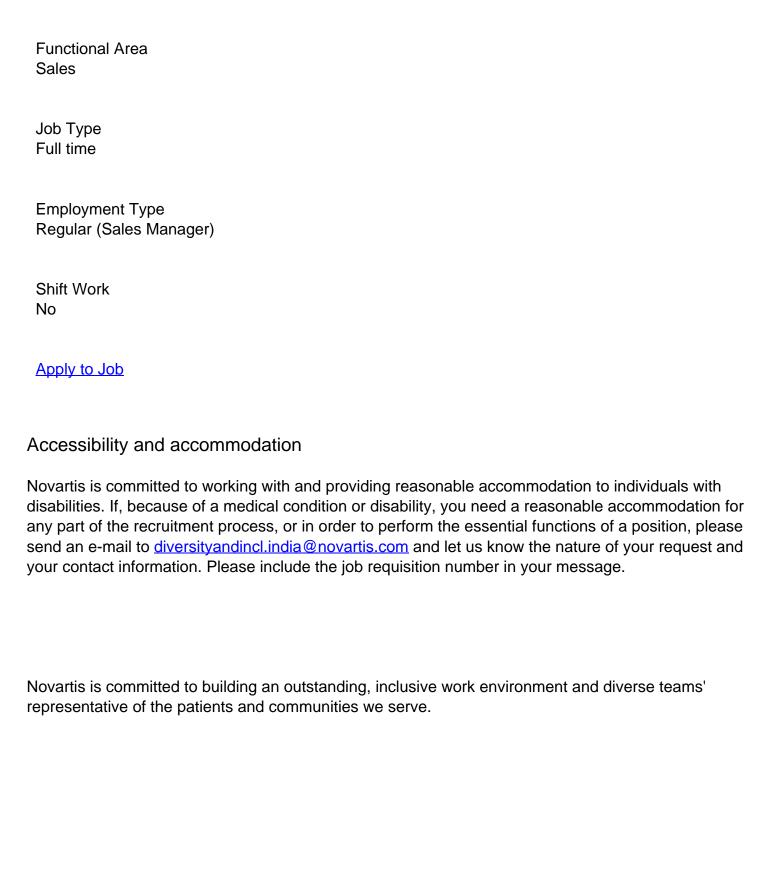
Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

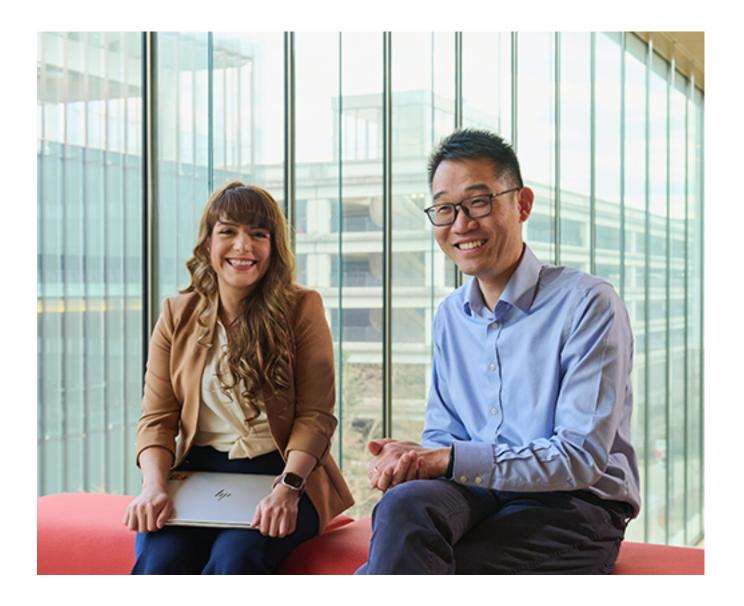
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Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order 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:
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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





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