

Area Sales Manager - oncology

Job ID
REQ-10085584

8月 12, 2026

India

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摘要

Sat ı ş Temsilcisi, m ü ş teri etkile ş imlerimizin ve sat ı ş performans ı m ı z ı n ö nde gelen itici g ü c ü M ü ş teri deneyimi yakla ş ı m ı m ı z ı n y ü z ü d ü rler ve uyumlu ve etik bir ş ekilde sat ı ş b ü y ü mes i ç in m ü ş teriler ve hastalar ı ç in de ğ er sa ğ layan derin ili ş kiler kurarlar.

About the Role

Major Accountabilities

- Rekabet ç i Sat ı ş B ü y ü mesi Sa ğ lay ı n
- M ü ş teri tercihlerini yans ı tarak, mevcut i ç erikten ve birden fazla etkile ş im kanal ı ndan yararlanarak hedef HCP'ler i ç in m ü ş teri etkile ş imi yolculuklar ı n ı ki ş iselle ş tirin ve d ü zenleyin

Novartis iin zaman iinde srdrlebilir bir ibirliėi gelitirmek amacyla HCP'lerle ortaklı k kurak katılımlı msaėlayın

İhtiyaları nı dinleyerek ve saėlıklı hizmeti ortamların ı anlayarak klinik farklılaşmanın  tesim unutulmaz, mşteri odaklı deneyimler sunun

İlgili b lge, hesap ve mşteri etkileşim planları nı oluturmak, dinamik olarak  nceliklendirmek ve ayarlamak iin mevcut veri kaynakları ndan yararlanın

 rn ve endikasyonla ilgili ieriklerin, kampanyaların ve etkileşim planları nın gelitirilmesini desteklemek iin mşteri ig r lerini ilgili ipaydaşlarla s rekli olarak paylaşı n

Mşterilere ve Hastalara Deėer Katın

Karşılanmamış mşteri ve hasta ihtiyaları nı karşılayan  z mler tasarlamak ve uygulamak ilevler arasındaki ekiplerle uyumlu bir şekilde ibirliėi yapın

Mşterilere ve iarkadaşlarına şeffaf ve saygılı bir şekilde aık bir niyetle davranarak doėrud r stl kle hareket edin. Etik ikilemlerle karşılaştıėını zda, doėru olan ı yapın ve iler doėrud r nmediėinde konuşun. Novartis Etik Kuralları , Deėerler ve Davranışlar Kuralları'na g re yaşı

Key Performance Indicators

Satış Temsilcisi, mşteri etkileşimlerimizin ve satış performansımız ın  nde gelen itici g c  Mşteri deneyimi yaklaşımlarımız ın y z d rler ve uyumlu ve etik bir şekilde satış b y mesi iin mşteriler ve hastalar iinde deėer saėlayan derin ilişkiler kurarlar.

Work Experience

NA

Skills

Satış Becerileri
Mşteri G r şleri
İletişim Becerileri
Etkileme Becerileri
Çatışma Y netimi
M zakere Becerileri
Teknik Beceriler
Hesap Y netimi
Fonksiyonlar Arasındaki Koordinasyon
Saėlıklı Sekt r 
Ficari M kemmellik
Etik
 yma

Language

İngilizce

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>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点

India

站点

Delhi Territory

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Kadrolu (Sat ı ş)

Shift Work

No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a7f710a58b1f528820774", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_data_layer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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.

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13. <mailto:diversityandincl.india@novartis.com>
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