NOVARTIS

# Sales Rep (Sr. Territory Business Executive)

Job ID
REQ-10087436

九月 08, 2026

India

## 摘要

Incumbent is responsible for driving territory performance by executing robust business plans, building strong customer relationships, and delivering impactful, compliant engagement. The role focuses on achieving sales and growth objectives through effective multi-channel customer interactions, data-driven insights, and close collaboration with cross-functional teams.
They play a critical role in translating strategy into in-field execution–leveraging market intelligence, optimizing resource utilization, and continuously enhancing promotional effectiveness to maximize customer impact and territory outcomes. The role requires strong ownership of reporting, responsiveness to operational issues, and a commitment to upholding Novartis ’ ethical and compliance standards.

## About the Role

**Key Responsibilities:**

- Drive territory business plans to exceed sales and growth objectives.
- Build and strengthen customer relationships to deliver impactful solutions.
- Lead multi-channel engagement to maximize coverage and influence.
- Ensure accurate reporting and resolve issues promptly.
- Collaborate with cross-functional teams to optimize resources and forecasts.
- Champion compliance and uphold Novartis ' ethical standards.
- Monitor market trends and competitor activities to inform strategy.
- Provide insights to enhance promotional effectiveness and territory performance.

**Role Requirements:**

- Science educational background is must, B.Sc., B. Pharma
- Management degree preferred
- Minimum 2+ years in pharmaceutical sales, preferably with a cardiology or other specialty sales background.

- Strong scientific acumen with the ability to translate clinical and product knowledge into value-based selling, effectively communicating differentiated patient and therapeutic benefits to healthcare professionals.

- Proven ability to drive prescription generation and achieve sales targets

- Additional requirement for Institutional TBE/Sr. TBE/ ASM - Understanding/Knowledge of CGHS, ARMY, Railways, ESIC and State Government accounts

- Strong knowledge of disease management and treatment protocols
- Ability to engage with healthcare professionals from the territory effectively
- Preferred experience with specialty as well as mass market product
- Excellent communication, negotiation and relationship-building skills

**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
Sales

地点
India

站点
Orissa

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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