

Sales Head Immunology

Job ID
REQ-10081091
Июн. 15, 2026
Австралия

Сводка

Are you an authentic and inspiring sales leader ready to build something new?

We are looking for a Sales Head to lead a newly established team of Portfolio Account Specialist across Australia. Reporting into the Country Head, Immunology, you will play a key leadership role in the launch of a new product and help shape the next chapter of our Immunology success story.

Joining our Immunology team, you will be part of a highly collaborative environment where teamwork, curiosity and shared purpose are central to success. You will lead from the front, creating a high-performing, accountable and customer-focused sales culture while ensuring the team executes brand strategy in a compliant and ethical way.

We are looking for a leader who is authentic, unbossed, inspired and inspiring, curious, and who leads with integrity.

About the Role

As Sales Head, Immunology, you will drive sales performance by leading a diverse commercial team and engaging with key stakeholders to deliver tailored customer experiences and value.

You will be responsible for recruiting, developing, retaining and coaching individuals to successfully deliver strategic and commercial territory objectives. Through strong leadership, mentorship and clear communication, you will help instil a culture of high performance, accountability and collaboration.

- Lead, coach and develop a newly established team of sales representatives across Australia, building a collaborative, high-performing and accountable team culture.
- Support the successful launch of a new Immunology product, including pre-launch planning, execution and ongoing optimisation.
- Translate national customer engagement strategy into clear regional and territory implementation plans to achieve agreed commercial objectives.
- Use local market knowledge, data and insights to guide decision-making, improve targeting accuracy and drive business performance.
- Lead the execution and follow-up of brand strategy and tactics across your regions, ensuring activities are customer-centric, compliant and ethical.
- Partner closely with cross-functional teams, sharing field insights to strengthen customer engagement and support the broader Immunology strategy.
- Mentor and inspire individuals to grow their capability, confidence and impact, while leading through change and complexity with curiosity and integrity.
- Ensure key operational and compliance requirements are met, including reporting technical complaints, adverse events and special case scenarios related to Novartis products within 24 hours of receipt, and managing marketing samples where applicable.

What you'll bring

- Experience leading or managing sales teams within healthcare, pharmaceutical or a related industry.
- A strong understanding of the changing dynamics of the pharmaceutical industry and the ability to adapt in a complex environment.
- Experience with product launches or pre-launch activities.
- Strong commercial acumen, with the ability to translate strategy into practical execution.
- Demonstrated ability to coach, mentor and develop high-performing individuals and teams.
- Strong analytical and problem-solving capability, with confidence using data and insights to guide decisions.
- Experience leading through change and managing complexity across teams, territories and stakeholders.
- Excellent professional communication and stakeholder engagement skills.
- A collaborative, team-first mindset with the ability to build trust and influence across functions.
- A strong commitment to compliance, professional ethics and integrity.
- Market knowledge and an established network within healthcare or pharma would be highly regarded.

Why join us?

This is a unique opportunity to lead a new national sales team, contribute to the launch of an exciting new product, and play a meaningful role in the continued success of our Immunology business.

You will join a team where collaboration is key, curiosity is encouraged, and leadership is about inspiring others to perform at their best while making a genuine impact for customers and patients.

Apply now to be part of the Immunology success story!

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
General Management
Место

Австралия
Сайт
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) AU Pharma Pty Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

Job ID
REQ-10081091

Sales Head Immunology

[Apply to Job](#)
Job ID
REQ-10081091

Sales Head Immunology

[Apply to Job](#)

Source URL: <https://www.novartis.ru/careers/career-search/job/details/req-10081091-sales-head-immunology>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/New-South-Wales-NSW/Sales-Head-Immunology_REQ-10081091
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/New-South-Wales-NSW/Sales-Head-Immunology_REQ-10081091