NOVARTIS

Sales Rep (Sr. Territory Business Executive)

Job ID
REQ-10086726
Окт. 15, 2026
Индия

Сводка

As a Territory Business Executive (TBE) at Novartis, you'll build strong relationships with healthcare professionals and deliver solutions that make a real difference for patients. You will be responsible for driving territory performance by executing robust business plans, building strong customer relationships, and delivering impactful, compliant engagement. You will focus on achieving sales and growth objectives through effective multi-channel customer interactions, data-driven insights, and close collaboration with cross-functional teams.
If you are looking to launch a new product in a specialty portfolio in a priority TA and create a meaningful impact for patients, then this is the right place for you
By personalizing your approach, using data, and working closely with your team, you'll help us achieve our mission—making every interaction and outcome matter.

About the Role

Key Responsibilities:

- Create and execute territory business plan aligned to brand strategy (targeting, coverage, quarterly priorities, cycle plans) to achieve productivity and performance
- Drive effective launch execution for new product by ensuring market readiness
- Build strong relationships with KOLs & customers to support product advocacy & generate demand
- Lead multichannel execution to maximize coverage and influence
- Drive high-quality, compliant, HCP engagement using evidence-led, value-based selling; strengthen disease/patient pathway understanding and objection handling
- Use data, sales, prescription insights and market intelligence to optimize targeting, improve call effectiveness, plan territory actions and optimize sales performance
- Work with distribution / trade partners to ensure availability, primary–secondary alignment and stock/expiry risk control in priority channels
- Provide insights to enhance promotional effectiveness and territory performance & collaborate with cross-functional teams to optimize resources and forecasts
- Ensure timely and accurate reporting and resolve issues promptly
- Ensure brand plan execution and KPI governance (coverage, call quality, demand drivers, availability) and manage risks across competition, access and supply
- Champion compliance and uphold Novartis' ethical standards

Essential Requirements:

- Science educational background is must, B.Sc., B. Pharma
- Management degree preferred
- Minimum 2 years in pharmaceutical sales, preferably in specialty sales
- Minimum 2 years of sales experience in Dermatology segment
- Strong scientific acumen with the ability to translate clinical and product knowledge into value-based selling, effectively communicating differentiated patient and therapeutic benefits to HCPs
- Proven ability to drive prescription generation and achieve sales targets leveraging
- Strong knowledge of disease management and treatment protocols
- Ability to engage with healthcare professionals from the territory effectively
- 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)

Дивизион
International
Business Unit
Marketing
Место
Индия
Сайт
Delhi Territory
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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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List of links present in page

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