

Area Manager

Job ID
REQ-10089086
Окт. 06, 2026
Сингапур

Сводка

Lead a high-performing sales team and drive sustainable business growth.

We are looking for an experienced sales leader to manage a regional or local sales team and deliver agreed sales, market share, productivity, and broader performance targets. In this role, you will translate strategy into effective business plans, strengthen customer relationships, and build team capability through coaching and development.

About the Role

Major accountabilities:

- Deliver individual and team sales, productivity, market share, and performance targets.
- Create and execute business plans, including strategic and tactical brand plans aligned with company strategy and standards.
- Maintain existing customer relationships while identifying and developing new business opportunities.
- Allocate resources effectively and manage area sales and expense budgets.
- Act as the communication bridge between senior management and Sales Representatives
- Lead, hire, train, coach, and develop a high-performing field sales team.
- Build strong relationships with key account decision-makers, key opinion leaders, patient associations, and cross-functional partners.
- Maintain strong product and disease-area knowledge and coach the team accordingly.
- Monitor market dynamics, competitor activity, pricing intelligence, and key account developments.

Requirements

- Minimum 5 years experience delivering strong performance in the pharmaceutical or healthcare sector.
- Proven first-line people management experience
- Strong leadership, coaching, and talent development capabilities.
- A strategic, enterprise-wide mindset with the ability to interpret data and KPIs and translate insights into action.
- Demonstrated ability to lead through ambiguity and change.
- Strong communication, collaboration, stakeholder engagement, and relationship management skills.
- A track record of achieving field performance objectives.
- Experience engaging stakeholders through omnichannel approaches.

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
Сингапур
Сайт
Mapletree Business City (MBC)
Company / Legal Entity
SG04 (FCRS = SG004) Novartis Singapore Pte Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No

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