

# Field Sales Leader, Oncology (Scotland, Northern Ireland & North East England)

Job ID

REQ-10015542

Sep 27, 2024

United Kingdom

## About the Role

Location:

This is a field based role covering Scotland, Northern Ireland and the North East of UK.

#LI Remote

## Key Responsibilities

- Accountable for the performance of the team, striving to exceed agreed sales and market share targets.
- Lead, motivate, direct, develop, train and coach the sales team in order to deliver performance targets. Accountable for continuous improvement of team selling skills and product knowledge.
- Communicate the sales force strategy and objectives to field force team and translate it into regional implementation plans to achieve the desired targets.
- Acts as the main interface between field sales and the management and company strategy.
- Implement incentive program to motivate and stimulate field force to achieve goals.
- Accountable for budget and expenses for the team.
- Accountable for collaboration between key accounts and the wider cross-functional team
- Accountable to maintain growth of market share in respective region for respective products.
- Use specialised knowledge, for influencing peers, subordinates, and external stakeholders.

## Essential requirements

- First line sales management experience in a Pharmaceutical company
- Successful track record of Pharmaceutical sales
- Training and/or L&D experience desirable
- Experience of pre-launch and launch is desirable
- Existing knowledge and network of the territory market is highly desirable.
- Supportive yet performance led management style
- Strong communication skills
- NHS & UK experience is highly desirable

Commitment to Diversity & Inclusion: :

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

## Role Requirements

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (Scotland)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Alternative Location 1

United Kingdom

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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