

Area Sales Manager Rheumatology - Northern England

Job ID

REQ-10087892

Sep 17, 2026

LOC_GB

About the Role

Key Responsibilities

- Lead, motivate, coach and develop a high-performing field sales team, fostering an inclusive culture of accountability, collaboration and continuous learning.
- Deliver agreed sales, market share and performance objectives for the assigned area and portfolio, using data and market insights to prioritize opportunities and address performance gaps.
- Translate national sales, brand and therapeutic area strategies into effective regional business and implementation plans.
- Drive consistent, high-quality field execution through structured coaching, joint customer visits and regular performance reviews.
- Strengthen the team's selling capabilities, product knowledge, therapeutic area expertise and customer engagement skills.
- Build and maintain strong relationships with key customers and external stakeholders while collaborating effectively with Marketing, Medical, Value & Access and other cross-functional teams.
- Monitor market dynamics, customer needs, scientific developments, competitor activity and pricing trends, translating insights into actionable recommendations.
- Identify and implement business-building opportunities that support sustainable sales and market share growth.
- Manage the area budget, expenses and resources responsibly, ensuring accurate forecasting, reporting and operational discipline.
- Ensure all activities are performed in accordance with Novartis policies, ethical standards, procedures and applicable regulatory requirements, including the timely reporting of technical complaints, adverse events and special case scenarios.

Essential Requirements

- University degree in life sciences, healthcare, business or another relevant field.
- Significant experience in pharmaceutical, healthcare or specialty sales.
- Proven experience leading, coaching and developing a field-based sales team.
- Demonstrated track record of achieving sales targets and delivering sustainable commercial growth.
- Strong commercial and analytical capabilities, with the ability to interpret performance data, market insights and key performance indicators.
- Excellent leadership, communication, influencing and stakeholder-management skills.
- Ability to translate strategy into clear priorities and disciplined field execution.
- Strong cross-functional collaboration skills and experience working with Marketing, Medical, Value & Access or similar partner functions.
- High standards of ethics, integrity and compliance.
- Proficiency in [local language] and English.

Desirable Requirements

- Experience in [therapeutic area].

- Experience supporting a product launch, indication launch or major commercial transformation.
- Established knowledge of the relevant healthcare environment and customer landscape.
- Experience with omnichannel customer engagement and digital or AI-enabled sales tools.

Key Performance Indicators

- Achievement of sales revenue, profitability and market share objectives.
- Sustainable market share growth within the assigned area and portfolio.
- Quality of customer engagement and strength of key account relationships.
- Field force effectiveness and quality of execution.
- Successful product and indication launch execution, where applicable.
- Responsible management of budgets and operating expenses.
- Team capability, engagement, retention and succession-pipeline development.

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?

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 71,330.00 - 101,900.00 - 132,470.00 GBP Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Role Requirements

Primary location salary range

£71,330.00 - £132,470.00

Division

DIV_IM

Business Unit

Sales

Location

LOC_GB

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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