NOVARTIS

Sales Rep- Institutional (Territory Business Executive)

Job ID
REQ-10084503
Sep 10, 2026
LOC_IN

About the Role

Location-Hyderabad

Key Responsibilities:

- Drive territory business plans to exceed sales and growth objectivesacross assigned government and institutional accounts.
- Identify business opportunities across government hospitals, medical colleges, Army, CGHS, ESIC, railways, and other public healthcare systems.
- Build strong professional relationships with healthcare professionals, department heads, faculty members, pharmacists, and institutional influencers.
- Generate advocacy for innovative brands through scientific and evidence-based discussions aligned with patient needs.
- Effectively navigate institutional decision-making processes to facilitate broader product access.
- Lead multi-channel engagement to maximize coverage and influence.
- Ensure accurate reporting and resolve issues promptly.
- Collaborate with cross-functional teams to optimize resources and forecasts.
- Champion compliance and uphold Novartis' ethical standards.
- Monitor market trends and competitor activities to inform strategy.
- Provide insights to enhance promotional effectiveness and territory performance.

Essential Requirements:

- Science educational background is must, B.Sc., B. Pharma
- Management degree preferred
- Minimum 2+ years in pharmaceutical sales, preferably with aCardiology , Immunology, Oncology, Vaccines or other innovative portfolio sales background.
- Strong scientific acumen with the ability to translate clinical and product knowledge into value-based selling, effectively communicating differentiated patient and therapeutic benefits to healthcare professionals.
- Proven ability to drive prescription generation and achieve sales targets
- Demonstrated understanding & experience working with CGHS, ARMY, Railways, ESIC and State Government accounts
- Strong knowledge of disease management and treatment protocols
- Ability to engage with healthcare professionals from the territory effectively
- Preferred experience with specialty as well as mass market product
- Excellent communication, negotiation and relationship-building skills

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverseteams' representative of the patients and communities we serve.

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

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_IN
Site
Telangana
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales Manager)
Shift Work
No
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