NOVARTIS

Sales Rep (Territory Business Executive), CRM

Job ID
REQ-10084845
Sep 10, 2026
LOC_IN

About the Role

Key Responsibilities:

• Drive territory business plans to exceed sales and growth objectives.

• Build and strengthen customer relationships to deliver impactful solutions.

• 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 a cardiology or other specialty 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

• Additional requirement for Institutional TBE/Sr. TBE/ ASM – Understanding/Knowledge of 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

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Role Requirements

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

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List of links present in page

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