NOVARTIS

Sales Representative/Institutional Territory business executive

Job ID
REQ-10090806
Oct 27, 2026
LOC_IN

About the Role

Key Responsibilities:

- Drive Competitive Sales Growth
- Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions.
- Drive sales performance through the skilful orchestration of positive customer experiences
- Engage and Build Relationships.
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities.
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment.
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time).
- Develop Deep Customer Insights and Understanding -Gather insights on the customer’s business to uncover what is important to them.
- Follow up on customer feedback and translate responses into actions that create additional value and exceed expectations -Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.
- Deliver Value to Customers and Patients -Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act as a trusted partner to the customer for the purpose of helping them run their business; listen to learn; strive to deepen the relationship in a compliant and ethical manner; position themselves to create value-add solutions.
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.
- When facing ethical dilemmas, do the right thing and speak up when things don't seem right. Live by Novartis Code of Ethics and Values and Behaviors.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Distribution of marketing samples (where applicable)

Essential Requirements:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_IN
Site
Karnataka
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

Job ID
REQ-10090806

Sales Representative/Institutional Territory business executive

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10090806-sales-representativeinstitutional-territory-business-executive*

List of links present in page

1. https://jobapi.novartis.com/req-10090806-sales-representativeinstitutional-territory-business-executive
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Karnataka/Sales-Representative-Institutional-Territory-business-executive_REQ-10090806
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Karnataka/Sales-Representative-Institutional-Territory-business-executive_REQ-10090806