NOVARTIS

Sales Head - Solid

Job ID
REQ-10091918
Nov 06, 2026
LOC_IN

About the Role

Key Responsibilities

- Drive business growth and achieve sales objectives.
- Execute customer-centric engagement plans with FLMs and key stakeholders.
- Ensure compliance with product complaint, adverse event reporting, and sample distribution processes.

Essential Requirements

- Pharmaceutical sales or healthcare customer engagement experience.
- Strong customer-facing, stakeholder management, and communication skills.
- Ability to drive business results while adhering to compliance standards.

Desirable Requirements

- Experience in specialty pharmaceutical sales.
- Exposure to business planning and cross-functional collaboration.
- Good understanding of healthcare market dynamics and CRM tools.

Key performance indicators:

- 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
Marketing
Location
LOC_IN
Site
Mumbai (Head Office)
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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