

# Sales Representative

Job ID

375052BR

Apr 24, 2024

Allemagne

## Summary

-Experienced sales professionals responsible (directly or indirectly) for achieving sales targets and promoting the products to medical practitioners and allied health care professionals; for a specific account, product or a given territory in a specialty area. Brings specialist knowledge in the required therapeutic area..

## About the Role

### Major accountabilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives -Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales -Provide Key account/hospital network support, market access support, including referral networks -Have a deep understanding in the respective specialist area and priority products.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors -Achieve agreed contact, coverage and frequency targets through various communication channels -Ensure customer satisfaction and best in class customer relationship -Ensure the accurate and timely completion of all reports -Handle enquiries and complaints quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Provide input into effective use of promotional funds and territory sales forecasting.
- Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis Demonstrate Behavior in accordance with Novartis code of practices.
- In case of a Manager/ Leader; the person is responsible for the sales planning; target; reporting; and knowledge of the team/account and of himself/herself.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

### Key performance indicators:

- Achievement of sales revenue and market share targets vs plan.
- Responsible for budget allocated to cover customer activities -Customer Satisfaction and Customer relationship building -Maintenance of Key Accounts -Sales Planning and Reporting

### Minimum Requirements:

### Work Experience:

- Sales in Healthcare / Pharma / related business.
- Specific Product knowledge desirable.
- Established Network to target Customer Group desirable.

#### **Skills:**

- NA.

#### **Languages :**

- English.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Division

International

Business Unit

Pharmaceuticals

Standort

Allemagne

Site

Mecklenburg-Western Pomerania (Novartis Pharma GmbH)

Company / Legal Entity

DE14 (FCRS = DE014) Novartis Pharma GmbH

Functional Area

Ventes

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve. Hiring decisions are only based on the qualification for the position, regardless of gender, ethnicity, religion, sexual orientation, age and disability. The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you would like to request this, please let us know in advance as a note on your CV.

Job ID  
375052BR

## Sales Representative

[Apply to Job](#)

---

**Source URL:** <https://www.novartis.com/de-de/careers/career-search/job/details/375052br-sales-representative>

### List of links present in page

- <https://www.novartis.com/about/strategy/people-and-culture>
- <https://talentnetwork.novartis.com/network>
- [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Mecklenburg-Western-Pomerania-Novartis-Pharma-GmbH/Sales-Representative\\_375052BR](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Mecklenburg-Western-Pomerania-Novartis-Pharma-GmbH/Sales-Representative_375052BR)