

Hematology Area Manager

Job ID

REQ-10020323

Aug 28, 2024

Russische Foed.

Summary

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the Oncology portfolio and managing the sales team. Brings specialist knowledge in the required therapeutic area.

About the Role

В зону Вашей ответственности будет входить:

- Расширение доли рынка препарата компании, увеличение объема и прибыльности продаж на территории региона в коммерческом и бюджетном сегменте
- Коучинг, контроль, координация и планирование работы команды КАМ (7 человек)
- Мониторинг ухודимости препаратов компании по отыгранным аукционам, обеспечение их доступности каждому конечному потребителю
- Анализ рынков на своей территории
- Установление деловых отношений с ключевыми лидерами мнений, региональной администрацией

[Novartis Mission – in Russian \(youtube.com\)](#)

Вы - отличный кандидат на эту роль, если имеете:

- Вы имеете опыт управления командой МП или КАМов не менее 3х лет
- У Вас высшее медицинское или фармацевтическое образование
- У Вас есть ориентация на результат, лидерство, нацеленность на создание высокоэффективных команд и развитие сотрудников, понимание бизнеса, аналитические способности
- Вы готовы к командировочной активности

Что мы предлагаем для Вас:

Конкурентоспособный компенсационный пакет (оклад и бонус)

ДМС (для сотрудника и всех детей, льготные условия медицинского страхования близких родственников)

Страхование жизни, компенсация питания и мобильной связи, корпоративный автомобиль
3 дополнительных дня к отпуску

Возможности для профессионального развития и карьерного роста.

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>

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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>

TEst Hello

Division

Innovative Medicines International & Chief Commercial Office

Business Unit

Innovative Medicines

Standort

Russische Foed.

State

Moscow Oblast

Site

Moscow (City)

Company / Legal Entity

RU07 (FCRS = RU007) Novartis Pharma LLC

Functional Area

Der Umsatz

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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