

State Sales Manager

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Company: Novo Nordisk Pharmaceuticals

Location: South Australia

Category: other-general

Are you ready to take on the challenge of building state sales capability and managing a high-performing sales team? Do you have what it takes to exceed sales targets and drive growth in a defined geographical region? If so, we have an exciting opportunity for you to join our team as a State Sales Manager in Adelaide, South Australia. Apply now and be part of life-changing careers at Novo Nordisk. About the department Novo Nordisk Oceania is a high-performing affiliate within a mature pharma market environment. Proudly Danish, we have a strong and supportive culture, driven to improve lives through outstanding performance. Based in Adelaide, South Australia this position has the responsibility for a sales team of high performing representatives visiting both General Practitioners (GPs) and Health Care Professionals (HCPs) across Adelaide, South Australia. As a member of the sales leadership team reporting to the Business Unit Director, this position offers an exciting opportunity to drive the growth in this life-changing product portfolio. The position This role will be in charge of building regional sales capability and manage regional sales teams in order to reach and exceed sales targets of a defined geographical region. Ensure regional sales performance involves developing and executing regional sales plans, targets, and budgets aligned with the national sales and marketing strategy, utilizing regional market data, and identifying both regional and national business opportunities. Provide market environment feedback through monthly reporting, ensuring accurate, up-to-date, relevant, and high-quality reporting of field visits, and effectively managing, motivating, and developing team members. Control sales representatives' budgets, timely recruiting new team members according to Novo Nordisk processes, and ensuring effective performance management.

Managing team administration and ensuring effective, timely utilisation of Expenses, ISOtrain, contracts, medicines Australia/New Zealand, code of conduct compliance, and monthly management reports etc. Work in accordance with Business Ethics procedures, local law, and Novo Nordisk Way, as well as following the Novo Nordisk's policies and guidelines.

Qualifications Tertiary degrees in Life Sciences, Nursing, Paramedical, or business fields are preferable. Certifications in the Medicines Australia Continuing Education Programme or Medicines New Zealand Code of Practice are a plus, and a formal management qualification is desirable. Minimum of 3 years of experience as a Field Sales Manager in the commercial pharmaceutical industry. The ideal candidate must have a proven track record as a committed people leader, possessing the ability to inspire and maintain the energy of a sales team, along with highly developed coaching skills. Strong pharmaceutical sales experience is essential, ideally with experience in leading teams of GP sales representatives. With current drivers' licence and the ability to commit to regular travel to country areas. You must be an Australian Citizen or have full working rights. Working at Novo Nordisk We are a proud life-science company, and life is our reason to exist. We're inspired by life in all its forms and shapes, ups and downs, opportunities, and challenges. For employees at Novo Nordisk, life means many things – from the building blocks of life that form the basis of ground-breaking scientific research, to our rich personal lives that motivate and energise us to perform our best at work. Ultimately, life is why we're all here - to ensure that people can lead a life independent of chronic disease. Contact Upload your CV to our online career page (click on Apply and follow the instructions). Deadline Until the completion of recruitment. Applications will be screened on an ongoing basis, so you are encouraged to apply as soon as possible. We commit to an inclusive recruitment process and equality of opportunity for all our job applicants. At Novo Nordisk we recognize that it is no longer good enough to aspire to be the best company in the world. We need to aspire to be the best company for the world and we know that this is only possible with talented employees with diverse perspectives, backgrounds and cultures. We are therefore committed to creating an inclusive culture that celebrates the diversity of our employees, the patients we serve and communities we operate in. Together, we're life changing. #LI-AMS1

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