

Sales Head Immunology

Job ID

REQ-10081091

Jun 15, 2026

LOC_AU

About the Role

As Sales Head, Immunology, you will drive sales performance by leading a diverse commercial team and engaging with key stakeholders to deliver tailored customer experiences and value.

You will be responsible for recruiting, developing, retaining and coaching individuals to successfully deliver strategic and commercial territory objectives. Through strong leadership, mentorship and clear communication, you will help instil a culture of high performance, accountability and collaboration.

- Lead, coach and develop a newly established team of sales representatives across Australia, building a collaborative, high-performing and accountable team culture.
- Support the successful launch of a new Immunology product, including pre-launch planning, execution and ongoing optimisation.
- Translate national customer engagement strategy into clear regional and territory implementation plans to achieve agreed commercial objectives.
- Use local market knowledge, data and insights to guide decision-making, improve targeting accuracy and drive business performance.
- Lead the execution and follow-up of brand strategy and tactics across your regions, ensuring activities are customer-centric, compliant and ethical.
- Partner closely with cross-functional teams, sharing field insights to strengthen customer engagement and support the broader Immunology strategy.
- Mentor and inspire individuals to grow their capability, confidence and impact, while leading through change and complexity with curiosity and integrity.
- Ensure key operational and compliance requirements are met, including reporting technical complaints, adverse events and special case scenarios related to Novartis products within 24 hours of receipt, and managing marketing samples where applicable.

What you'll bring

- Experience leading or managing sales teams within healthcare, pharmaceutical or a related industry.
- A strong understanding of the changing dynamics of the pharmaceutical industry and the ability to adapt in a complex environment.
- Experience with product launches or pre-launch activities.
- Strong commercial acumen, with the ability to translate strategy into practical execution.
- Demonstrated ability to coach, mentor and develop high-performing individuals and teams.
- Strong analytical and problem-solving capability, with confidence using data and insights to guide decisions.
- Experience leading through change and managing complexity across teams, territories and stakeholders.
- Excellent professional communication and stakeholder engagement skills.
- A collaborative, team-first mindset with the ability to build trust and influence across functions.
- A strong commitment to compliance, professional ethics and integrity.
- Market knowledge and an established network within healthcare or pharma would be highly regarded.

Why join us?

This is a unique opportunity to lead a new national sales team, contribute to the launch of an exciting new product, and play

a meaningful role in the continued success of our Immunology business.

You will join a team where collaboration is key, curiosity is encouraged, and leadership is about inspiring others to perform at their best while making a genuine impact for customers and patients.

Apply now to be part of the Immunology success story!

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

General Management

Location

LOC_AU

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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