

Sales Specialist Representative

Job ID
REQ-10028017

11月 08, 2024

Canada

摘要

Sales Specialist Representative - Immunology - Rheumatology

Location: East of the province of Quebec, #LI-Hybrid

Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

About the role:

The Rheumatology Sales Consultant will be responsible for driving sales growth, market share and brand loyalty for our Immunology portfolio in the Eastern Quebec region (Quebec City, Trois-Rivières, Rimouski, Chicoutimi, Gaspé). This role involves collaborating with healthcare professionals, particularly rheumatologists and related specialists, to provide education, product information and support that leads to optimal results. This position requires a motivated individual with a proven track record in specialty pharmaceutical sales, excellent communication skills, strong collaboration and the ability to navigate a competitive market landscape.

This role reports to the Associate Director of Sales and works closely with the Immunology team.

About the Role

Key Responsibilities:

- Develop business plans and implement related activities such as customer events and sales presentations required to achieve agreed targets
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timelines
- Provide support to key accounts/hospital networks, market access support including referral networks
- 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 relationships
- Contribute positively to the Sales and Marketing team through cooperative relationships and collaborative efforts to achieve team and company goals
- Timely and accurate reporting of technical complaints/adverse events/special case scenarios related to products Novartis within 24 hours of receipt

Essential Requirements:

- Minimum 5 years of sales experience
- Excellent interpersonal, organizational, communication and presentation skills with a history of working in a highly competitive environment
- Ability to work successfully in a matrix environment
- Knowledge of the healthcare system
- Strong business acumen to address and address issues and opportunities

Desirable Requirements:

- Experience in rheumatology
- Experience in the sale of organic products is an asset

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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部门

International

Business Unit

Innovative Medicines

地点

Canada

站点

Field Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Alternative Location 1

Montreal, Canada

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work
No

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