

Market Development Lead - Cardio Metabolic

Job ID
REQ-10044940

4月 07, 2025

Canada

摘要

Market Development Lead - Ontario

Location: Ontario, #LI-Remote - Field based

We are seeking an experienced and autonomous field associate to identify and expand new market opportunities, develop strategies to drive business growth and implement targeted market development initiatives in the field of Cardiology.

As a Market Development Lead, you will seek to understand and map treatment protocols in the field of cardiology, implement initiatives to accelerate access to care, streamline patient care pathways, and achieve increased referral of high-risk cardiovascular patients in Ontario through close collaboration with internal and external stakeholders. You will build relationships and implement solutions with healthcare providers to help patients get access to appropriate cardiovascular risk-management solutions and ultimately save patient lives.

The role reports directly into the National Director, Cardio-Renal-Metabolic & In-Market-Brands and

will work closely with the cross-functional team.

Permanent position

About the Role

Key Responsibilities:

- Develop and map the complete risk factor testing environment in Canada with the objective to optimize testing rates in primary and secondary prevention cardiovascular patients;
- Develop and implement solutions to pool tested patients (through apps, with testing labs, specialty pharmacies, hospitals, etc.) in order to drive high-risk patients to cardiovascular risk management clinics;
- Complete a thorough mapping of the cardiovascular ecosystem in major Key accounts in Ontario (decision makers, P&T committee, KOLs, patient flow) and identify strategies and opportunities to implement tactics and/or partnerships;
- Enhance customer development strategy through dedicated Key Account Plans for assigned accounts, aligning these to overall Cardiology Therapeutic Area objectives and strategies;
- Build and nurture long-term customer relationships with Key External Stakeholders by understanding their needs and proposing relevant solutions;
- Independently collaborate within the cross-functional team, while effectively managing complexity and multiple priorities.
- Develop and execute events or programs aligned with business plans and HCP requirements, either independently or in collaboration with marketing and medical teams.
- Manage collaborative working agreements with key stakeholders in Ontario.

Essential Requirements:

- Bachelor ' s degree in science or business;
- Minimum 5+ years of successful specialty pharmaceutical sales experience preferably in the field of cardiology in multinational pharmaceutical or device companies;
- Deep understanding of hospital networks and patient-pathways preferentially in cardiology;
- Ability to work autonomously within a complex environment, juggling multiple priorities;
- Capacity to travel sufficiently to meet territory objectives within assigned territory (all of Ontario);
- Preference to candidates with account management background.

Desirable Requirements:

- Background in Key Account Management, Development of Patient Care Pathways or Healthcare System Navigation
- Understanding of lab-testing or device environments 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

Toronto

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Marketing

Job Type

Full time

Employment Type

Regular

Shift Work
No

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