

Product & Solutions Partner Rheumatology West (80-100%*)

Job ID
REQ-10047211

4月 16, 2025

Switzerland

摘要

Location: West Switzerland, #LI-Hybrid

Purpose of the role:

As Product & Solutions Partner Rheumatology, you have the overall responsibility for developing long-term business relationships with our customers in the Western region of Switzerland.

This position is part of the Immunology & Neuroscience Therapeutic Area Team and reports directly into the Commercial Lead Immunology.

About the Role

Key Responsibilities / Major accountabilities:

You drive sales by understanding in depth the needs and requirements of the designated customers

for whom you develop and implement long lasting client focused solutions. You have a strong entrepreneurial mindset to achieve faster access and better patients ' outcomes.

Your responsibilities include, but are not limited to:

- Customer engagement: Take full accountability and ownership for managing assigned customers by building trusted, long-term relationships with HCPs and key stakeholders. Understand their needs, preferences, and decision-making processes to ensure tailored interactions and exceptional customer experience.
- Sales Targets: Achieve sales targets with effective strategies, adapt to market and customer dynamics, and maintain accurate and timely records of activities and interactions.
- Strategic planning: Implement engagement strategies considering territory specificities, sales targets, and competitive landscape.
- Business growth: Aim for business development by identifying new opportunities (e.g., new targeted HCPs) and gaining insights into local industry trends and networks, supported by strong analytical capabilities.
- Scientific acumen: Deeply understand Novartis products to translate clinical trial data into clear messages. Strong scientific foundation is crucial to effectively communicate with healthcare organisations and build credibility.
- Healthcare Ecosystem Knowledge: Understand the local and national healthcare ecosystem, identify trends, opportunities and threats.
- Industry Engagement: Organize and participate in congresses, seminars and workshops to build relationships with customers and prospects.
- Omni-channel: Draw insights from data to leverage all available channels and orchestrate them to optimize Customer Experience
- Effective Collaboration: Coach peers by sharing best practices and insights gained from various sources, including collaborations with marketing teams, fostering continuous improvement and growth.

Disclaimer*: Some restrictions on flexible working options may apply and will be discussed during interview if applicable

What you ' ll bring to the role:

- A university degree in Health Science, Medicine, or Economics, or validated equivalent through professional experience
- Fluent in both French and English at a professional level
- 3+ years of professional background in pharmaceutical sales, focusing on the ethical promotion of products to specialist physicians.
- In-depth knowledge of Swiss customer/ marketplace and key dynamics
- A network with the target customer group, understanding of key competitors and their strategies in Therapeutic Areas, along with specific product knowledge, is desirable.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook: <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team's representative of the patients and communities we serve.

Hiring decisions are only based on the qualification for the position, regardless of gender, ethnicity, religion, sexual orientation, age and disability.

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you

would like to request this, please let us know in advance as a note on your CV.

Adjustments for Applicants with Disabilities:

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you would like to request this, please let us know in advance as a note on your CV.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

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>

部门

International

Business Unit

Innovative Medicines

地点

Switzerland

站点

Rotkreuz (Field-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

Sales

Job Type

Full time

Employment Type

Regulär

Shift Work
No

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