

Specialty Sales Consultant

Job ID
REQ-10049078

4月 15, 2025

Canada

摘要

Specialty Sales Consultant - Immunology
Location: Ontario Canada, #LI-Remonte

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

This role reports to the Associate Sales Director and works closely with the Novartis Immunology cross functional team.

Temporary role: 12 months

About the Role

Key Responsibilities:

- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Have a deep understanding in the respective specialist area and priority products
- Provide Key account/hospital network support, market access support, including referral networks
- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- 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 relationship
- Ensure the accurate and timely completion of all reports

Essential Requirements:

- 2-3 years of experience in specialty sales
- Excellent interpersonal, organizational communication and presentation skills with a track record of working in a highly competitive environment
- Ability to successfully work in a matrix environment
- Sharp business acumen for dealing with and addressing issues & opportunities
- Knowledge of the healthcare system

Desirable Requirements:

- Experience in Dermatology
- Experience selling a biologic

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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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
Universal Hierarchy Node

地点
Canada

站点
Field Sales (Canada)

Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area
Sales

Job Type
Full time

Employment Type
Temporary (Sales) (Fixed Term)

Shift Work
No

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



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