

Atlantic - Specialty Sales Consultant

Job ID
REQ-10038491
Mar 03, 2025
Canada

About the Role

Key Responsibilities:

- Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence attitudes & beliefs in key accounts in order to drive competitive sales growth
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors to improve the patient journey (right patient, right time)
- Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent. When facing ethical dilemmas, do the right thing and speak up when things don't seem right. Live by Novartis Code of Ethics and Values and Behaviors

Essential Requirements:

- Minimum of 5 years of related specialty sales experience with a strong record of achievement.
- Results-oriented, customer-focused and strong skill set in excellence in execution.
- Superior Business Acumen, Strategic Thinking and Planning.
- Energetic, curious, self-motivated, entrepreneurial and professionalism.
- Ability to collaborate effectively with various groups and commitment to teamwork

Desirable Requirements:

- Previous experience in breast cancer or oncology is an asset
- Previous experience in this territory an asset

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>

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>

Division

International

Business Unit

Innovative Medicines

Location

Canada

Site

Field Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10038491

Atlantic - Specialty Sales Consultant

[Apply to Job](#)

Source URL: <https://jobapi.novartis.com/req-10038491-atlantic-specialty-sales-consultant>

List of links present in page

1. <https://jobapi.novartis.com/req-10038491-atlantic-specialty-sales-consultant>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://talentnetwork.novartis.com/network>
4. <https://www.novartis.com/careers/benefits-rewards>
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Specialty-Sales-Consultant_REQ-10038491-1
6. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Specialty-Sales-Consultant_REQ-10038491-1