

Specialty Sales Consultant

Job ID
REQ-10045902

5月 07, 2025

Canada

摘要

Specialty Sales Consultant - Portfolio Management

Locations: Edmonton, #LI-Remote

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

About the role:

As a Portfolio Consultant, you are the face of our customer experience approach and you help build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

With a key account mindset, you support the field-based execution of the portfolio strategies. You drive territory sales performance of assigned geography; develop and execute territory business plans; deliver digital offerings; build and maintain preferred partner relationships with key customers.

The role reports directly to the Associate Sales Director and will work closely with the Portfolio cross-

functional team.

Permanent position

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
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Promote Novartis' current portfolio assets in Respiratory, Dermatology, Cardiology & Oncology (as well as other future portfolio assets) by providing the latest, relevant and authorized data, key messages & disease information to support HCP decision making & optimize patient outcomes in an ethical way.
- Develop, implement and drive robust (data driven) cross-functional key account/business plans,
- 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 Cardiology or oncology is an asset
- Previous experience in this territory 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.

Functional Area

Sales

Job Type

Full time

Employment Type
Regular (Sales)

Shift Work
No

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