

Medical Representative / Diseases Area Specialist (Neurology and Dermatology)

Job ID
REQ-10052621

5月 27, 2025

Israel

摘要

#LI-Hybrid

Location: Israel, field based.

This role is based in Israel. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The purpose of the role is to be a leading driver of our customer interactions and sales performance. This role is the face of our customer experience approach and is aimed to build relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner. In this role you will be covering different territories and promote several products.

This position reports to the BEE & Mature Brands Head of Israel.

About the Role

Key Responsibilities:

- Drive Competitive Sales Growth, personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, using available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment.
- Leverage available data sources to build, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal partners on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.
- Deliver Value to Customers and Patients. Collaborate compliantly with cross-functional teams to craft 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.

Desired Requirements:

- Education: Life sciences degree.
- Min.1 - 2 years of experience as medical representative or product specialist from the Pharma industry.
- Proficient Hebrew and English, both written and spoken.
- Good understanding of strategic marketing, product commercialization internal and external processes, sales.
- Data oriented.
- Digital savviness.

Desirable Requirements:

- Experience with specialist.

Commitment to Diversity and Inclusion:

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

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

Israel

站点

Israel

Company / Legal Entity

IL04 (FCRS = IL004) Novartis Israel

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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