

Field Director - Neuroscience

Job ID
REQ-10054712

6月 11, 2025

Canada

摘要

Location: Toronto, #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:

We are seeking a highly motivated and results-driven individual to join our team as a Field Execution Leader for Neuroscience (NS) specifically for our product, Kesimpta. In this role, you will be responsible for maximizing the performance and competitiveness of Kesimpta within an assigned region.

The role reports directly into the VP Neuroscience and GTx and will work closely with the Neuroscience cross-functional team.

Permanent position:

About the Role

Key Responsibilities:

- Drive the development and implementation of tactical plans at the territory level, identifying opportunities and gaining strategic and timely customer insights.
- Strategically allocate resources across the NS therapeutic area, evaluating targeting to ensure optimal outcomes.
- Utilize knowledge of provincial dynamics to overcome Multiple Sclerosis (MS) healthcare system barriers and achieve Kesimpta sales volume.
- Ensure strong execution excellence and clear prioritization to maximize opportunities within allocated resources, while also considering healthcare system barrier removal.
- Foster partnerships to improve healthcare system efficiency in the care of MS patients.

Essential Requirements:

- University degree in health sciences or business administration (MBA preferred).
- Minimum of 10+ years' experience in the pharmaceutical industry, with at least 3 years as a sales representative and 3 years in sales management, along with additional experience in marketing, value, and access, or medical.
- Strong track record of achieving sales targets and driving team performance with the ability to make sound decisions.
- Excellent leadership, coaching, and motivational skills.
- Outstanding relationship-building and communication skills.

Desirable Requirements:

- Preferred experience in Neuroscience/Multiple Sclerosis
- Bilingualism, particularly English and French, is required for Montreal-based Director (an asset for Ontario-based AD).

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

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

Regular (Sales)

Shift Work

No

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