

Rheumatology Institutional Sales Specialist - Nashville/Louisville/Lexington

Job ID
REQ-10058111

7月 27, 2025

USA

摘要

#LI-Remote

This is a field-based and remote opportunity supporting the key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

Company will not sponsor visas for this position.

The Rheumatology Institutional Sales Specialist (ISS) will be responsible for ensuring proper access pull-through in key hospitals with the rheumatology brand portfolio. Duties will include generating demand by creating, coordinating, and executing a strategic business plan for top priority hospitals within designated rheumatology academic and government institutions. The Institutional Sales Specialist will work together with rheumatology sales, marketing, US market access, patient services, and other home office staff, as necessary, to implement programs centered on the institution that align with business unit strategic goals and legal and compliance policies.

About the Role

Key Responsibilities:

- Accountable for building institutional advocacy around formulary adoption of rheumatology brands to help drive appropriate utilization of approved products.
- Increase demand by creating, organizing, and executing a strategic business plan specifically for the key strategic hospitals within the designated rheumatology academic and government institutions.
- Collaborate with local partners to develop and sustain strategically focused business plans tailored to specific institutions, reflecting a comprehensive understanding of local market dynamics that impact product sales.
- Exhibits a thorough understanding of the disease area, market dynamics, competitors, industry trends, and cross-functional strategies to proactively address and successfully navigate business opportunities and challenges.
- Execute sales activities by delivering presentations on products and disease states, sharing approved clinical data with physicians and their teams. Establishes key business relationships within the hospital, engaging with essential clinicians, administrative staff, and influential decision-makers to network across the organization and collaborate on initiatives where opportunities emerge.
- Facilitate cross-functional Area Team Meetings (ATMs) for designated hospital accounts, developing, executing, and revising business strategies to meet product access and sales targets.
- Regularly evaluate key customer needs to provide tailored insights and hospital activities to both field and headquarters teams and collaborate on implementing new strategies to seize business opportunities.
- Assist Area Business Leaders in pinpointing significant business opportunities and diagnosing essential business and implementation challenges within designated hospitals and their adjacent markets/landscape.

Essential Requirements:

- Bachelor's degree (preferably in Life Sciences, Pharmacy, or business-related field).
- 5+ years of specialty sales experience of which 2+ years in hospital sales or similar sales role managing sophisticated accounts (including large academic centers) within the past 5 years.
- Must have a high degree of understanding of the community and embody strong record of accomplishment of therapeutic area/product knowledge expertise.
- Robust business background, with strong ability to collaborate and work cross-functionally within sophisticated matrix environments.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver 's license.

Desirable Requirements:

- MBA preferred.

Leveling Guidelines: the position will be filled at level commensurate with experience.

Institutional Sales Specialist:

- 5+ years of specialty sales experience of which 2+ years in hospital sales or similar sales role managing sophisticated accounts (including large academic centers) within the past 5 years.

Senior Institutional Sales Specialist:

- 10+ years of experience in specialty sales, of which 8+ years in hospital sales or similar sales role managing sophisticated accounts (including large academic centers) within the past 5 years.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between:

- Institutional Sales Specialist: \$119,700 and \$222,300 per year
- Senior Institutional Sales Specialist: \$132,300 and \$245,700 per year

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the

published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门
US

Business Unit
Universal Hierarchy Node

地点
USA

状态
Field, US

站点
Field Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1
Lexington (Kentucky), Kentucky, USA

Alternative Location 2
Louisville (Kentucky), Kentucky, USA

Alternative Location 3
Nashville (Tennessee), Tennessee, USA

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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