

## Associate Sales Director - Immunology (Cosentyx)

Job ID  
REQ-10059118

8月 04, 2025

Canada

### 摘要

Associate Sales Director - Immunology (Cosentyx)

Location: (Based in Ontario), Atlantic, Manitoba

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 looking for an experienced and passionate professional to help us achieve our ambitious mission to reach twice as many patients twice as fast. As Immunology Associate Sales Director, you will be responsible to Maximize Cosentyx performance and competitiveness by leading the field execution for the Cosentyx Specialist Sales Consultant for Ontario/Atlantic/Manitoba

This position reports directly to the National Sales Director, Immunology

Temporary position: 12 months

## About the Role

### Key Responsibilities:

- Provide leadership, high level coaching on all Novartis systems, and clear direction to assigned sales team to ensure all job requirements are met in this area
- Responsible for the achievement of assigned sales objectives and other field metrics identified (example: growth, market share)
- Ensure development & successful implementation of solid business plans
- Provide high level of coaching and ensure sales team is adequately trained on Novartis policies & procedures in terms of product and disease knowledge as well as selling skills
- Work collaboratively with all cross functional team members to ensure optimal communication and alignment on key opportunities and priorities.
- Consistently monitor field Key Performance Indicators (KPIs) and ensure targets are achieved
- Effectively and responsibly manage operational budgets and relevant field spend
- Cascade, support & respect compliance objectives, processes and responsibilities in line with law and Novartis policies and ensure timely completion of all assigned corporate training.

### Essential Requirements:

- English speaking with a Minimum of 6 years ' experience in the pharmaceutical industry with at least 3 years as a sales representative and 3+ years in sales management and Marketing/Head Office role
- Demonstrated ability to lead and inspire a group towards meeting and exceeding objectives
- Results-driven and customer focused
- Strong cross-functional exposure, and ability to collaborate effectively with various groups
- Willingness to travel (Field time: 70%)

### Desirable Requirements:

- Strong planning and organization, problem solving and decision making skills as well as negotiating skills
- Excellent oral and written communication and presentation skills

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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<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>

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



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