

Associate Sales Director - Toronto

Job ID
REQ-10061887

9月 10, 2025

Canada

摘要

Neuroscience Field Director - Neuroscience

Location: Toronto, Ontario #LI-Hybrid

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 will work closely with the Neuroscience cross-functional team and will be an active participant of the Neuroscience leadership 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 3 years marketing experience, experience in Value and Access, Capabilities or medical would be an asset
- 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
- Strong planning and organization, problem solving and decision making skills as well as negotiating 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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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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