

Specialty Sales Consultant - Quebec City

Job ID REQ-10063030

11月 19, 2025

Canada

摘要

Specialty Sales Consultant - Hematology

Locations: Quebec City, #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:

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

Permanent position

About the Role

Key Responsibilities:

- Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence attitudes & beliefs in key accounts in order to drive competitive sales growth
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors to improve the patient journey (right patient, right time)
- Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Collaborate compliantly with cross-functional teams to design 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. When facing ethical dilemmas, do the right thing and speak up when things don't seem right. Live by Novartis Code of Ethics and Values and Behaviors

Essential Requirements:

- 5+ years of experience in pharmaceutical sales industries
- Strong skills set in excellence in execution
- Superior Business Acumen / Strategic Thinking and Planning
- Curious, open-minded, self-motivation and superior organizational and time management skills
- Strong ability to balance persuasion with professionalism

Desirable Requirements:

- Previous experience in Hematology is an asset
- · Bilingual: English and French an asset

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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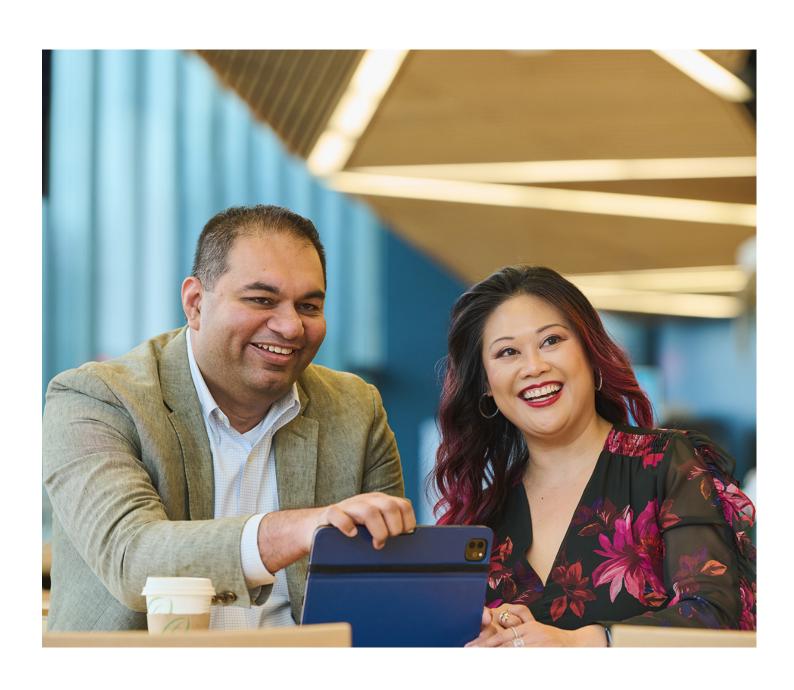
Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: https://www.novartis.com/careers/benefits-rewards

部门 International **Business Unit** Marketing 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 Shift Work

No

Apply to Job

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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Apply to Job

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