

## Oncology Sales Specialist, Breast / Women ' s Cancer - Tampa

Job ID  
REQ-10064963

10月 16, 2025

USA

### 摘要

#LI-Remote

This is a field-based and remote opportunity supporting key accounts in Tampa Bay, St. Petersburg, Clearwater, Claremont, Brooksville and the surrounding area.  
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 Oncology Sales Specialist will handle delivering sales performance and promoting product(s) within the oncology, hematology or rare disease portfolio of Novartis Pharmaceuticals Corporation, one of the largest pharmaceutical companies in the world and a pioneer in oncology. You will have a deep level of commercial insight who are curious, life-long learners, lead among their peers, proactively and continuously aspire to serve customer needs, and readily adopt digital tools to couple customer and data insights to improve sales opportunities in competitive markets.

## About the Role

### Major Accountabilities

- Spodbujanje konkurenč ne rasti prodaje
- Prilagodite in organizirajte dejavnosti sodelovanja s strankami za ciljne zdravstvene delavce tako, da odražate želje strank, izkoristite razpoložljivo vsebino in več kanalov za interakcijo.
- Gradite sodelovanje s partnerstvom z zdravstvenimi delavci za razvoj trajnega sodelovanja za Novartis skozi čas
- Zagotovite nepozabne izkušnje, osredotočene na stranke, ki presegajo klinično diferenciacijo, tako da prisluhnete njihovim potrebam in razumete njihovo zdravstveno okolje
- Izkoristite razpoložljive vire podatkov za ustvarjanje, dinamično določanje prioritet in prilagajanje ustreznih načrtov za ozemlje, račun in interakcijo s strankami
- Stalno deljenje vpogledov strank z ustreznimi notranjimi zainteresiranimi stranmi, da se podpre razvoj vsebine, kampanj in načrtov interakcije, povezanih z izdelki in indikacijami;
- Zagotavljanje vrednosti strankam in bolnikom
- Sodelujte skladno z medfunkcionalnimi skupinami pri oblikovanju in uvajanju rešitev, ki obravnavajo neizpolnjene potrebe strank in bolnikov
- Delujte pošteno in pošteno, tako da stranke in sodelavce obravnavate pregledno in spoštljivo z jasnimi nameni. Ko se soočate z etičnimi dilemami, naredite pravo stvar in spregovorite, ko se stvari ne zdijo pravilne. Živite po Novartisovem etičnem kodeksu, vrednotah in vedenju.

### Key Performance Indicators

Prodajni zastopnik je vodilno gonilo naših interakcij s strankami in prodajne uspešnosti. So obraz našega pristopa k izkušnji strank in gradijo globoke odnose, ki prinašajo vrednost za stranke in paciente, da bi spodbudili rast prodaje na skladen in etičen način.

### Work Experience

NA

### Skills

Prodajne veščine  
Vpogledi v stranke  
Komunikacijske spretnosti  
Vplivanje na spretnosti  
Obvladovanje konfliktov  
Pogajalske spretnosti  
Tehnično znanje in spretnosti  
Upravljanje računov  
Medfunkcionalno usklajevanje  
Zdravstveni sektor  
Komericalna odličnost  
Etika  
Skladnost

Language

Angle š č ina

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](mailto: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

Clearwater (Florida), Florida, USA

Alternative Location 2

Clermont (Florida), Florida, USA

Alternative Location 3

St. Petersburg (Florida), Florida, USA

Alternative Location 4

Tampa (Florida), Florida, USA

Functional Area

Sales

Job Type

Full time

Employment Type

Redni sodelavec (prodaja)

Shift Work

No

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1. <https://www.novartis.com/about/strategy/people-and-culture>
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3. <https://www.novartis.com/careers/benefits-rewards>
4. <mailto:us.reasonableaccommodations@novartis.com>
5. [https://novartis.wd3.myworkdayjobs.com/sl-SI/Novartis\\_Careers/job/Field-Sales-USA/Oncology-Sales-Specialist--Breast---Women-s-Cancer---TampaREQ-10064963-1](https://novartis.wd3.myworkdayjobs.com/sl-SI/Novartis_Careers/job/Field-Sales-USA/Oncology-Sales-Specialist--Breast---Women-s-Cancer---TampaREQ-10064963-1)
6. [https://novartis.wd3.myworkdayjobs.com/sl-SI/Novartis\\_Careers/job/Field-Sales-USA/Oncology-Sales-Specialist--Breast---Women-s-Cancer---TampaREQ-10064963-1](https://novartis.wd3.myworkdayjobs.com/sl-SI/Novartis_Careers/job/Field-Sales-USA/Oncology-Sales-Specialist--Breast---Women-s-Cancer---TampaREQ-10064963-1)