

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

-Rekabet ç i Sat ı Ő B ü y ü mesi Sa ğ lay ı n

-M ü Ő teri tercihlerini yans ı tarak, mevcut i ç erikten ve birden fazla etkile Ő im kanal ı ndan yararlanarak hedef HCP'ler i ç in m ü Ő teri etkile Ő imi yolculuklar ı n ı ki Ő iselle Ő tirin ve d ü zenleyin

-Novartis i ç in zaman i ç inde s ü rd ü r ü lebilir bir i Ő birli ğ i geli Ő tirmek amac ı yla HCP'lerle ortakl ı k kurarak kat ı l ı m sa ğ lay ı n

-İ htiya ç lar ı n ı dinleyerek ve sa ğ l ı k hizmeti ortamlar ı n ı anlayarak klinik farkl ı la Ő man ı n ö tesini unutulmaz, m ü Ő teri odakl ı deneyimler sunun

-İ lgili b ö lge, hesap ve m ü Ő teri etkile Ő im planlar ı n ı olu Ő turmak, dinamik olarak ö nceliklendirmek ve ayarlamak i ç in mevcut veri kaynaklar ı ndan yararlan ı n

-Ü r ü n ve endikasyonla ilgili i ç eriklerin, kampanyalar ı n ve etkile Ő im planlar ı n ı n geli Ő tirilmesini desteklemek i ç in m ü Ő teri i ç g ö r ü lerini ilgili i ç payda Ő larla s ü rekli olarak payla Ő ı n

-M ü Ő terilere ve Hastalara De ğ er Kat ı n

-Kar Ő ı lanmam ı Ő m ü Ő teri ve hasta ihtiya ç lar ı n ı kar Ő ı layan ç ö z ü mler tasarlamak ve uygulamak i Ő levler aras ı ekiplerle uyumlu bir Ő ekilde i Ő birli ğ i yap ı n

-M ü Ő terilere ve i Ő arkada Ő lar ı na Ő effaf ve sayg ı l ı bir Ő ekilde a ç ı k bir niyetle davranarak do ğ ru d ü r ü stl ü kle hareket edin. Etik ikilemlerle kar Ő ı la Ő t ı ğ ı n ı zda, do ğ ru olan ı yap ı n ve i Ő ler do ğ ru g ö r ü nmedi ğ inde konu Ő un. Novartis Etik Kurallar ı , De ğ erler ve Davran ı Ő lar Kurallar ı 'na g ö re ya Ő

Key Performance Indicators

Sat ı Ő Temsilcisi, m ü Ő teri etkile Ő imlerimizin ve sat ı Ő performans ı m ı z ı n ö nde gelen itici g ü c ü M ü Ő teri deneyimi yakla Ő ı m ı m ı z ı n y ü z ü d ü rler ve uyumlu ve etik bir Ő ekilde sat ı Ő b ü y ü mesi i ç in m ü Ő teriler ve hastalar i ç in de ğ er sa ğ layan derin ili Ő kiler kurarlar.

Work Experience

NA

Skills

Sat ı Ő Becerileri

M ü Ő teri G ö r ü Ő leri

-İ leti Ő im Becerileri

Etkileme Becerileri

Ç at ı Ő ma Y ö netimi

M ü zakere Becerileri

ƒ teknik Beceriler

Hesap Y ö netimi

Fonksiyonlar Aras ı Koordinasyon

Sa ğ l ı k Sekt ö r ü

ƒ icari M ü kemmellik

Etik

Uyma

Language

ingilizce

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

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

Kadrolu (Sat ı ş)

Shift Work

No

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