

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

- 推动有竞争力的销售增长
- 通过反映客户偏好、利用可用内容和多个互动渠道,为目标 HCP 个性化和编排客户互动旅程
- 通过与 HCP 合作,为诺华建立长期的持续合作关系
- 通过倾听客户的需求并了解他们的医疗保健环境,提供令人难忘的、以客户为中心的体验,超越临床差异化
- 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
- 持续与相关内部利益相关者分享客户见解,以支持与产品和适应症相关的内容、活动和互动计划的开发
- 为客户和患者创造价值
- 与跨职能团队合作,设计和实施解决方案,解决未满足的客户和患者需求
- 以正直和诚实的态度行事,以透明和尊重的方式对待客户和同事,并有明确的意图。当面临道德困境时,做正确的事,当事情看起来不对劲时,就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人,并建立深厚的关系,为客户和患者创造价值,以合规和合乎道德的方式推动销售增长。

Work Experience

NA

Skills

销售技巧
客户洞察
沟通技巧
影响技能
冲突管理
谈判技巧
技术技能
账户管理
跨职能协调
医疗保健行业
商业卓越
伦理学
合规

Language

英语

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), 佛罗里达州, USA

Alternative Location 2
Clermont (Florida), 佛罗里达州, USA

Alternative Location 3
St. Petersburg (Florida), 佛罗里达州, USA

Alternative Location 4
Tampa (Florida), 佛罗里达州, USA

Functional Area
Sales

Job Type
Full time

Employment Type
正式销售)

Shift Work
No

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