

Specialty Sales Consultant - Ottawa - Dermatology & Allergy

Job ID
REQ-10066099

11月 02, 2025

Canada

摘要

Location: Field based, Ottawa, #LI-Remote

About the role:

The Customer Engagement Specialist is one of the key drivers of our customer interactions and business performance. He builds deep relationships that deliver value to dermatology & allergy clients and autoimmune disease patients to drive sales growth in a compliant and ethical manner. The targeted territory is (Ottawa / Peterborough / Sudbury)

This role reports to the Associate Sales Director.

Permanent position

About the Role

Key Responsibilities:

- Develop a strategic launch plan aligned with territorial reality
- Participate in value-based conversations (in-person and virtually) to understand critical customer challenges, decision drivers, pain points and opportunities
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Leverage available data sources to dynamically create, prioritize and adjust relevant plans for accounts and customer interactions.
- Drive competitive sales growth
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Drive competitive sales growth

Essential requirements:

- Minimum of 5 to 7 years of sales experience in the Health / Pharmaceutical field
- Experience in dermatology and biological products, an asset
- Strong business acumen to address threats and maximize opportunities
- Demonstrated ability to manage key accounts
- Excellentes compétences interpersonnelles, organisationnelles dans un environnement matriciel

Desirable requirements:

- Experience in product launch
- Commercial excellence in implementing tactical plans in a highly competitive environment

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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