

Specialty Sales Consultant - Cardio Renal Metabolic - Calgary

Job ID
REQ-10066308

11月 05, 2025

Canada

摘要

Location: Calgary, #LI-Remote

About the role:

The Specialty Sales Consultant is one of the key drivers of our customer interactions and business performance. He/she builds deep relationships that deliver value to cardiology and nephrology clients and patients and drive sales growth in a compliant and ethical manner. The targeted territory is Calgary and Manitoba.

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 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
- Manage territory budget
- Analyze territory data and adjust sales strategies accordingly

Essential requirements:

- Minimum of 5 to 7 years of sales experience in the Health/ Pharmaceutical field
 - Experience in cardiology and/or nephrology, an asset
 - Strong business acumen to address threats and maximize
-

opportunities

- Demonstrated ability to manage key accounts
- Excellent interpersonal and organizational skills

Desirable requirements:

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

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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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