

## Product Specialist

Job ID  
REQ-10066984

11月 17, 2025

India

### 摘要

As a Product Specialist at Novartis, you ' ll build strong relationships with healthcare professionals and deliver solutions that make a real difference for patients. By personalizing your approach, using data, and working closely with your team, you ' ll help us achieve our mission—making every interaction and outcome matter.

### About the Role

Job Title: Product Specialist  
#LI-Remote  
Location: Ahmedabad

### Key Responsibilities

- Drive sales of priority oncology molecules across premium pharma accounts and hospital

networks

- Build strong relationships with key decision-makers and KOLs to support product adoption
- Manage state government business including tenders, empanelment, and institutional access
- Ensure product availability in hospitals and support stock liquidation and repurchase cycles
- Generate demand through targeted engagement with doctors and medical service teams
- Handle both trade and government channels to maximize reach and impact
- Collaborate with hospitals for medical service empanelment and account activation
- Use data insights to plan territory actions and optimize sales performance

#### Role Requirements:

- Minimum 5 years of sales experience in healthcare, pharma, or related industries
- Strong knowledge of the assigned territory and customer landscape
- Bachelor ' s degree in science or pharmacy (B.Sc or B.Pharm)
- Excellent communication and relationship-building skills
- Proven ability to collaborate across teams and deliver customer value
- Experience in oncology is highly desirable

#### Desirable Requirements

Experience in oncology sales or working with oncology-focused healthcare professionals

Familiarity with Novartis ' therapeutic portfolio and patient-centric engagement strategies

#### Why Novartis:

Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You ' ll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

#### Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

#### Accessibility and accommodation

Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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>

部门  
International

Business Unit  
Marketing

地点  
India

站点  
Gujarat

Company / Legal Entity  
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area  
Sales

Job Type  
Full time

Employment Type

Regular (Sales)

Shift Work

No

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