

Specialty Sales Consultant Neurosciences - Montreal South Shore-Quebec Center

Job ID
REQ-10072812

2月 26, 2026

Canada

摘要

Specialty Sales Consultant - Neuroscience
Location: Montreal South Shore - Quebec Center, #LI-Remote

About the role:

The Specialty Sales Consultant, Multiple Sclerosis will be responsible for driving sales growth, market share and brand loyalty for KESIMPTA (ofatumumab) in Eastern Quebec. This role involves collaborating with healthcare professionals, particularly neurologists and related specialists, to provide education, product information and support that leads to optimal patient care. This position requires a motivated, driven individual with a proven track record in specialty pharmaceutical sales, excellent communication skills, strong collaboration and the ability to navigate a competitive market landscape.

This role reports to the Associate Sales Director and works closely with the Novartis Neuroscience cross functional team.

About the Role

Key Responsibilities:

- Develop business plans and implement related activities such as customer events and sales presentations required to achieve agreed targets
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timelines
- Provide support to key MS clinics in Eastern Québec.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction
- Contribute positively to the commercial team through cooperative relationships and collaborative efforts to achieve team and company goals
- Timely and accurate reporting of technical complaints/adverse events/special case scenarios related to Novartis products within 24 hours of receipt

Essential Requirements:

- Minimum 5 years of sales experience in healthcare - Pharmaceutical
- Strong business and scientific acumen to address issues and opportunities
- Excellent interpersonal, organizational, communication and presentation skills with a history of working in a highly competitive environment
- Ability to work successfully in a matrix environment
- Knowledge of the healthcare system
- Language: Advanced French and basic English

Desirable Requirements:

- Experience in neurology
- Knowledge of multiple sclerosis is highly valued.

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey - from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team ' s representatives of the patients and communities we serve.

Bilingualism (French and English) required to ensure collaboration with various stakeholders outside Quebec on a recurring basis.

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>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69a5e76291f6e744575894"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth <= 0) var config = { targetId:
"kalturaplayer69a5e76291f6e744575894", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
```

```
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {  
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===  
'function') { otherPlayer.pause(); } }); }); }); } } catch (e) { console.error(e.message) }
```



VIDEO

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1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Sales-Canada/Consultant-en-ventes-spcialises---NeuroscienceREQ-10072812>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Sales-Canada/Consultant-en-ventes-spcialises---NeuroscienceREQ-10072812>