

# Specialty Sales Consultant- Immunology- South Shore or North Shore of Montreal

Job ID  
REQ-10055779  
Jun 27, 2025  
Canada

## Summary

Location: South Shore or the North Shore, Montreal #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 clients and autoimmune disease patients to drive sales growth in a compliant and ethical manner. The targeted area could either be the south shore or the north shore, depending on the applications received

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
- Ability to collaborate effectively with various groups and commitment to teamwork

**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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Division

International

Business Unit

Innovative Medicines

Location

Canada

Site

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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Novartis is committed to building an outstanding, inclusive work environment and diverse teams'

representative of the patients and communities we serve.

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