

# AD, Disease and Clinical Specialist - MN, IA - Remote

Job ID

389542BR

Jan 30, 2024

USA

## About the Role

10 major new medicines planned for launch over the next few years creating new career opportunities for those who want to make a direct impact on patients at scale.

Job Purpose:

The Dermatology Clinical Specialist (DCS) is a self-motivated, clinical business leader responsible for driving disease state awareness and education about the different manifestations of dermatologic diseases such as psoriatic disease and hidradenitis suppurativa and communicating clinical information pertaining to approved Novartis products. The DCS will deliver unbranded and branded information to Dermatology Health Care Providers (HCPs). The DCS will be responsible for educating HCPs and staff on key Novartis resources with the goal of improving patient outcomes.

The DCS will utilize a sophisticated customer engagement approach coupled with high level of disease state knowledge to engage HCPs and office staff while conducting total office calls. The DCS is responsible for maintaining a high level of coordination and collaboration with Novartis Dermatology Territory Account Specialists (TAS), Area Business Leaders (ABLs), Thought Leader Liaisons (TLLs) and other cross functional partners to help ensure customer needs are met by the appropriate Novartis Subject Matter Expert (SME).

The DCS is well versed in the following areas: Full Account Clinical Discussion, Problem Solving, Team Orchestration / Collaboration, effective presentation skills and Omni-Channel Engagement.

This is a remote, field-based role covering: Minnesota, Iowa, North Dakota and South Dakota.

Key Responsibilities:

- Drive awareness of focused dermatologic diseases / therapeutic area and branded assets to increase education, empowerment, treatment compliance and shared decision making between HCP & patient.
- Deliver in-depth disease education to ensure that HCPs and other office staff are well-informed and educated on dermatologic disease processes and manifestations.
- Manage relationships with multiple partners in the office to drive patient advocacy and ensure engagement and ability to conduct total office calls.
- Provide resources to HCPs with information on innovative, approved ways to diagnose and handle patients across many manifestations and spectrums of symptoms.
- Prioritizes business strategies and implements a well-defined account planning process to deliver short and long-term value for the immunology franchise and attend appropriate conferences to engage targeted customers.

- Collaborate with Territory Account Specialists to ensure highly targeted and well-coordinated efforts in offices.
- Develops deep knowledge of Dermatology customer priorities and challenges.
- Remain on top of relevant and approved indications, disease state and product research in the dermatology arena.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to [Eh.occupationalhealth@novartis.com](mailto:Eh.occupationalhealth@novartis.com).

The pay range for this position at commencement of employment is expected to be between \$166,400 and \$249,600 year; however, base pay offered may vary depending on multiple individualized factors, including market location, job-related knowledge, skills, and experience. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

## Diversity & Inclusion / EEO

*We are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.*

**Accessibility and Reasonable Accommodations:** Individuals in need of a reasonable accommodation due to a medical condition or disability for any part of the application process, or to perform the essential functions of a position, please let us know the nature of your request, your contact information and the job requisition number in your message:

- Novartis: e-mail [reasonableaccommodations@novartis.com](mailto:reasonableaccommodations@novartis.com) or call +1 (877)395-2339
- Sandoz: e-mail [reasonable.accommodations@sandoz.com](mailto:reasonable.accommodations@sandoz.com) or call: +1-609-422-4098

## Role Requirements

What You'll Bring to the Role:

- Past or current Physician Assistant (PA) / Nurse Practitioner (NP) certification required. Doctorate in Nursing Practice (DNP) \*Does not need to keep certification active to remain in role.

- Proven experience in Immunology (ex: Dermatology, Rheumatology, Cardiovascular, GI, etc.) practice with patients for at least 18-24 months.
- Proven track-record of strong execution and results.
- Demonstrated ethical leadership and ability to champion an environment that promotes ethical behavior and compliance with company policies and applicable laws.
- Experience in establishing and encouraging relationships with key partners and influencers within the market.
- Must have a collaborative mentality to coordinate with other customer-facing field associates.
- Must have a valid driver's license.
- Ability to assimilate and communicate clinical and product information.
- Strong teamwork skills and ability to collaborate and work cross-functionally within matrix structure.
- Overnight travel is required based on territory.

#### Preferred Requirements:

- Knowledge of pharmaceutical marketplace and the governing rules / laws, and possess a strong understanding of commercial payers, Medicare Part A/B/C/D plans and state Medicaid in geography.
- Rheumatology and Dermatology experience with a background of guiding and influencing others.

#### Why Consider Novartis?

766 million lives were touched by Novartis medicines in 2021, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity, and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do here at Novartis!

**Commitment to Diversity & Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

**For Field Roles with a Dedicated Training Period:** The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

**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>

Division

US

Business Unit

CUSTOMER ENGAGEMENT

Location

USA

Site

Minneapolis, MN

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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## **AD, Disease and Clinical Specialist - MN, IA - Remote**

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