

Specialist Sales Consultant

Job ID
REQ-10035844
Jan 07, 2025
Canada

Summary

Specialist Sales Consultant – Immunology

Location: Toronto #Remote

Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

About the role:

The Specialty Sales Consultant for Dermatology will be responsible for driving sales growth, market share, and brand loyalty for our Immunology portfolio in the greater Toronto East area. This role involves engaging with healthcare professionals, particularly Dermatologists, and related specialists, to provide education, product information, and support that leads to optimal patient outcomes. The sales professional will act as a trusted partner, building strong relationships with key stakeholders in hospitals, clinics, and academic institutions while leveraging data-driven insights and a deep understanding of dermatology to meet and exceed sales targets. This position requires a self-motivated individual with a proven track record in specialty pharmaceutical sales, excellent communication skills, strong collaboration, and the ability to navigate a competitive market landscape.

The role reports directly into the Associate Sales Director Ontario/Atlantic and will work closely with the Immunology cross-functional team.

Permanent position

About the Role

Key Responsibilities:

- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Have a deep understanding in the respective specialist area and priority products
- Provide Key account/hospital network support, market access support, including referral networks
- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- 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 and best in class customer relationship
- Ensure the accurate and timely completion of all reports

Essential Requirements:

- 2-3 years of experience in specialty sales
- Excellent interpersonal, organizational communication and presentation skills with a track record of working in a highly competitive environment
- Ability to successfully work in a matrix environment
- Sharp business acumen for dealing with and addressing issues & opportunities
- Knowledge of the healthcare system

Desirable Requirements:

- Experience in Dermatology
- Experience selling a biologic

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>

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

[Apply to Job](#)

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

Job ID
REQ-10035844

Specialist Sales Consultant

[Apply to Job](#)

Source URL: <https://prod1.id.novartis.com/id-en/careers/career-search/job/details/req-10035844-specialist-sales-consultant>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Specialist-Sales-Consultant_REQ-10035844-2
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Specialist-Sales-Consultant_REQ-10035844-2