

# Medical Representative/Disease Area Specialist (Oncology)

Job ID  
REQ-10051288  
May 13, 2025  
Israel

## Summary

Location: Hamekaz/Hashfela/Hasharon - field based.

The purpose of the role is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Drive Competitive Sales Growth, personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, using available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment.
- Leverage available data sources to build, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal partners on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.
- Deliver Value to Customers and Patients. Collaborate compliantly with cross-functional teams to craft and implement solutions that address unmet customer and patient needs.
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.

### Essential Requirements:

- Education: Life sciences degree.
- Min. 2 - 3 years of experience as medical representative or product specialist from the Pharma industry.
- Experience with specialists.
- Proficient Hebrew and English, both written and spoken.
- Good understanding of strategic marketing, product commercialization internal and external processes, sales.
- Data oriented.

- Digital savvy.

**Desirable Requirements:**

- Oncology therapeutic area knowledge.

**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

Israel

Site

Israel

Company / Legal Entity

IL04 (FCRS = IL004) Novartis Israel

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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