

# Specialty Sales Consultant - Immunology- Manitoba and Norther Ontario

Job ID  
REQ-10055312  
Jun 27, 2025  
Canada

## Summary

Location: Manitoba and Norther Ontario, #LI-Remote

The Specialty Sales Consultant for Rheumatology/Dermatology will be responsible for driving sales growth, market share, and brand loyalty for our Immunology portfolio in Manitoba and Norther Ontario

This role involves engaging with healthcare professionals, particularly Rheumatologist and 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 rheumatology/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 territory includes all provinces of Manitoba and Norther Ontario: Winnipeg, Thunder Bay and Sault Ste Marie

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

Permanent position

## About the Role

### Key Responsibilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives  
Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide key account/hospital network support, market access support, including referral networks
- Have a deep understanding in the respective specialist area and priority products.
- 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
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Reporting technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt

#### **Essential requirements:**

- 5- 7 years of experience in sales
- Excellent interpersonal, organizational communication and presentation skills with a track record of working in a highly competitive environment
- Ability of successfully working in a matrix environment working collaboratively with colleagues
- Demonstrated ability to manage key accounts
- Knowledge of the healthcare system

#### **Desirable requirements:**

- Sharp business acumen for dealing with and addressing issues & opportunities
- Experience in dermatology, rheumatology or biologics, an asset

**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

Universal Hierarchy Node

Location

Canada

Site

Field Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Alternative Location 1

Toronto, Canada

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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## **Specialty Sales Consultant - Immunology- Manitoba and Norther Ontario**

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