

## **Sales/Senior Sales Specialist – Respiratory – San Antonio– Remote**

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Job ID  
328105BR  
Sep 30, 2021  
USA

### **Job Description**

Almost 1 million patients have received this treatment.  
We are Novartis. Join us and help us reimagine medicine!

#### Job Purpose:

The Sales Specialist is accountable to drive disease awareness, initiation/usage of products and to achieve targets for sales performance consistent with Novartis' compliance standards and market share. The Sales Specialist will develop effective business relationships with customers (physicians, treating staff and other partners) that support delivery of business results, and to initiate or support programs that make a difference to the lives of the patients we serve.

This is a remote opportunity.

#### Your Key Responsibilities:

- Responsible for covering a territory that will focus on a defined target list of physicians/practitioners within the territory and embody disease awareness with key customers in the Respiratory market.
- Focus on the total office call, to assure the needs of all partners are met within compliance guidelines including Nurses and Office Managers, among others.
- Partner with office staff to ensure that HCP's have the information needed to identify appropriate patients and make decisions regarding protocols, and educate on Prior Authorization process and payor restrictions.
- Work with Office Manager to begin administration process and coordination with support team in connection prior authorizations with the reimbursement process.
- Collaborates with Medical Service Liaisons, Patient Service Liaisons, Business Reimbursement Specialists, and other commercial roles.
- Facilitate referral networks to support patient access, consistent with company policies and guidelines.
- Identifies key influencers within a group practice and sphere of influence.
- Must develop solid understanding of treatment algorithm and business dynamics within accounts to address customer needs and build business opportunities in a competitive environment, consistent with company policies and guidelines.

### **Diversity & Inclusion / EEO**

*The Novartis Group of Companies 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.*

## **Minimum Requirements**

What You'll Bring to the Role:

- Bachelor's degree required, advanced degree a plus.
- 4+ years of successful pharmaceutical sales experience.
- Proven track record of consistent high performance.
- Strong ability to collaborate and demonstrate success working within cross functional teams.
- This is a remote position that will cover Key Accounts in the assigned region. The territory includes: San Antonio, Austin, Corpus Christi. Candidate must be based within that region or within a reasonable daily commuting distance. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. No relocation available.

Preferred Qualifications:

- Study in Life Sciences, Pharmacy or Business related field.
- Experience with launching Respiratory biologic, or other specialty product with a sophisticated distribution pathway.
- Previous Respiratory experience and 2 years of experience selling biologic/specialty product(s) within the last 5 years.
- Strong ability to collaborate and work cross-functionally within a matrix environment.
- Demonstrated effective decision making, problem-solving and critical thinking.

Leveling Guidelines:

The position will be filled at level commensurate with experience.

Sales Specialist:

- External: 4+ years' experience in patient services, reimbursement and/or sales calling on HCPs.
- Internal: Novartis Sales Associate, with previous pharma/biotech sales experience.

Senior Sales Specialist:

- External: 6+ years' experience in patient services, reimbursement and/or sales calling on HCPs with respect to a complex product.
- Internal: Novartis Sales Associate, with previous pharma/biotech sales experience.

Why Novartis?

769 million. That's how many lives our products touched in 2020. And while we're proud of that fact, in this world of digital and technological transformation, we must also ask ourselves this: how can we continue to improve and extend even more people's lives?

We believe the answers are found when curious, courageous and collaborative people like you are brought together in an inspiring environment. Where you're given opportunities to explore the power of digital and data. Where you're empowered to risk failure by taking smart risks, and where you're surrounded by people who share your determination to tackle the world's toughest medical challenges.

Imagine what you could do at Novartis!

**Commitment to Diversity & Inclusion:**

Novartis embraces diversity, equal opportunity, and inclusion. 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.

**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>

Division

PHARMA

Business Unit

US PHARMA

Location

USA

Site

San Antonio, TX

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

Yes

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