

Oncology Sales Specialist - Buffalo, NY - Remote " >

Job ID
328104BR
Sep 21, 2021
USA

Job Description

30! That's the number of new molecular entities in our Oncology global clinical pipeline. We are Novartis, and we are reimaging medicine to transform cancer!

Are you a robust sales contributor who is passionate about sales and motivated to operate in an 'unbossed' culture? Then we invite you to come have a conversation with Novartis. Here, at Novartis, is a place where you could promote breakthrough life-changing cancer medicines within the oncology community and have a positive impact on the lives of everyday people. It is an exciting time to join our team as we own the way in creating positive customer experiences and introduce new products to the market.

Job Purpose:

The Sales Specialist will handle delivering sales performance and promoting product(s) within the Oncology portfolio of Novartis Pharmaceuticals Corporation, one of the largest pharmaceutical companies in the world and a pioneer in Oncology. The Sales Specialist will have a deep level of commercial insight who are curious, life-long learners, lead among their peers, proactively and continuously aspire to serve customer needs, and readily adopt digital tools to couple customer and data insights to improve sales opportunities in competitive markets. Personal integrity, compliance with Novartis values and behaviors and all compliance policies, teamwork abilities, and a customer focus are vital.

This is a remote opportunity.

Your Key Responsibilities:

- Collaborate cross functionally in each geography as ONE team, while demonstrating influential leadership amongst peers and internal partners to build & achieve shared goals.
- Display an elevated level of self-awareness, a passion for learning, an ability to inspire those around you, and a willingness to challenge the status quo and embrace change to optimize execution.
- Embody a high-level of confidence to deliver messages in a clear and compelling way to customers, optimally handle objections, and close every call with a with a commitment to action to inspire changes in behavior.
- Continuously demonstrate deep understanding of territory market landscape, competitors, market segments/dynamics, product, clinical data, and anticipate environmental changes and challenges to optimize execution.
- Develop and execute a call plan to achieve goals and improve access and sales opportunities, while promoting a highly technical and innovative product portfolio to a sophisticated audience.
- Strong understanding of the local healthcare system landscape, EMRs, pathways, and PA-claims processing and embody an Account Management mentality with the ability to develop and execute account level plans.
- Comfort in using sales data reporting tools to understand trends and coupling with customer insights to

identify territory and customer growth opportunities in a constantly evolving environment.

- Demonstrated use of social media platforms to capture customer insights to drive tactical execution and improve the customer experience.

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.
- Minimum 3 years of specialty pharmaceutical, biotech, diagnostic / medical selling experience required.
- Excellent interpersonal, communication, and presentation skills required with strong ability to coordinate and prioritize.
- iPad and digital literacy (i.e., Word, Excel, and PowerPoint) is vital.
- Candidate must be properly licensed and able to safely operate and drive an automobile to perform field calls on customers; must have a driving record considered safe by the Company.
- This is a remote position that will cover Key Accounts in the assigned region. 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:

- Oncology experience preferred but would consider 3 years specialty/diagnostics or devices selling.
- Formal training in data/digital tools is a plus.
- Strong ability to collaborate and work cross-functionally within a matrix environment.
- Demonstrated ethical leadership and cultivate an environment that promotes ethical behavior and compliance with company policies and applicable laws.

Why Consider 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!

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

ONCOLOGY

Business Unit

ONCOLOGY BU

Location

USA

Site

Buffalo, NY

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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