

Oncology Sales Specialist, Prostate Cancer- Las Vegas- Remote " >

Job ID
322479BR
USA

Job Description

Our ambition is to touch 1 million patients' lives with radioligand therapy by 2030.

Advanced Accelerator Applications, a Novartis company, is an innovative medicines company developing targeted radioligand therapies and precision imaging radioligands for oncology indications. We are committed to transforming patients' lives by leading innovation in nuclear medicine. AAA offers professionals the opportunity to face new challenges and pursue a career in a fast growing, technology driven healthcare company. We are passionate about improving patient health by leading innovation in nuclear medicine. We are looking for people who share our commitment to help us achieve this goal.

Job Purpose:

As the Oncology Specialist, Prostate Cancer, Las Vegas- Remote you'll develop, coordinate, and implement strategic business plans focused on Referral and Treatment networks of Prostate customer accounts to further the Radioligand Therapy (RLT) platform for both the diagnostic and therapeutic AAA portfolio.

Your focus will be on driving clinical conviction in a complex, multi-stakeholder healthcare professional environment including engagement, coordination, and planning. Key stakeholders include Medical Oncologists, Urologists, Nuclear Medicine, and Radiation Oncologists.

The Oncology Specialist, Prostate collaborates with cross-functional colleagues as appropriate to develop and execute business opportunities aligned with the franchise strategy. In this role you'll be required to support the following territory: Nevada, parts of Utah and parts of Arizona

This is a remote opportunity.

Your Key Responsibilities:

- Responsible for business ownership of prescribing and referring physicians: primary owner of demand driving relationships and creation & execution of business plans for territories to include delivery of disease education on diagnostic and therapeutic, product value propositions, treatment protocols and implementing customer programs as appropriate.
- Establish AAA as the partner of choice in community hospital, academic hospitals, and community oncology accounts for RLT.
- Implement Brand Strategy and Marketing tactics according to the territory needs and segments.
- Support product access, implement competitive response/pull-through strategies, maintain and grow key relationships with account stakeholder in line with defined target priorities in a manner consistent and compliant with company policies and requirements.
- Develop and employee customized tools and strategies to gain appropriate access to engage with HCP targets within territory accounts to deliver clinical value proposition.

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

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Division

ONCOLOGY

Business Unit

ADVANCED ACCELERATOR APPLICATIONS

Location

USA

Site

Las Vegas, NV

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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