

Virtual Sales Specialist – CRM – OK, AR, MS, or KS– Remote " >

Job ID
326086BR
USA

Job Description

Over 6 million people in the US are affected by Heart Failure in the US with that number expected to increase to 8 million by 2030. Novartis has been at the forefront of cardiovascular treatment for decades, delivering groundbreaking medicines that extend and improve life, and that's where we intend to stay there.

We are Novartis.

Join us and help reimagine medicine!

Job Purpose:

The Virtual Sales Specialist is accountable for driving product demand and building/executing business plans to meet sales goals for assigned Area for the approved Novartis CRM (Cardiovascular, Renal & Metabolism) portfolio consistent with Novartis' compliance standards as well as all applicable legal requirements for Health Care Providers (HCPs) within an assigned Area.

This is a remote opportunity.

Your Key Responsibilities:

Collaborate with Area Business Leaders and Cardiovascular Sales Specialists to create and execute business plans while ethically and compliantly driving achievement of sales targets for assigned area, customers, or therapeutic area.

Establish and maintain collaborative relationships with all Cardiovascular Sales Specialist counterparts to ensure office coverage and pull-through with key customers in the assigned geography.

Provide warm leads to the PCP Sales Associates based on coverage of remote and lower tier HCP's, and uses expert knowledge of Novartis Cardiovascular brands to build professional customer relationships and to support effective clinical discussions.

Provide vacancy coverage for local territories to call on customers live and/or virtually and deliver samples either live and/or via mail based on business need.

Develops and applies understanding of customer organizations and networks and of diverse influences that affect customer decisions (e.g. peer relationships).

Executes call plans for customers, including medical experts from customer or academic communities.

Makes effective use of available technologies, marketing assets and channels to support sales calls.

Deploys and uses approved marketing and sales promotional materials and programs, and runs virtual promotional programs and facilitates pull-through activities.

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

PHARMA

Business Unit

US PHARMA

Location

USA

Site

Oklahoma City, OK

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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