

Sales/Sr. Sales Specialist - Eye Care – Seattle/Alaska - Remote " >

Job ID
325376BR
Nov 30, 2021
USA

Job Description

An estimated 36 million patients in the US report having symptoms of Dry Eye Disease (DED) and approximately 17 million patients have been diagnosed. Though DED is one of the most common reasons a patient visits an eye care professional (ECP), under 2 million patients are treated with a prescription medication. As the quality of life of millions of patients is negatively impacted by the signs and symptoms of DED, a significant unmet need exists. At Novartis we are reimagining medicine to address some of society's most challenging healthcare issues. We discover and develop breakthrough treatments and find new ways to deliver them to as many people as possible.

We are Novartis.

Join us and help reimagine medicine!

Job Purpose:

The Sales Specialist is accountable for implementing the sales strategies for Novartis Ophthalmology products consistent with Novartis' compliance standards, as well as, all applicable legal requirements for those key-targeted Health Care Providers (HCP's) within an assigned territory. The Sales Specialist will pull-through access and drive utilization for approved Novartis Ophthalmology products with appropriate patients.

This is a remote opportunity.

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 (preferably in Life Sciences, Pharmacy, or business-related field).
- Internal: Novartis sales associate with experience in pharma/biotech sales
- External: Must have a minimum of 3 years' experience in pharmaceutical sales Validated track-record to collaborate and work cross functionally with internal and external partners within a matrix environment, and a

track-record of consistent high-performance.

- Effective problem solving and decision-making skills.
- Exceptional ability to develop and sustain customer relationships.
- This is a remote position that will cover Key Accounts in the assigned region. The Region includes Seattle and Alaska. 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:

- Experience in the promotion of Ophthalmology products.
- Understanding of the market access and reimbursement
- Proven outstanding communication skills (both internal and external) and ability to effectively communicate across diverse audiences.
- Experience across therapeutic groups, disease states and new product launches.
- Demonstrated effective decision-making, problem-solving skills, and strategic thinking with outstanding communication skills.

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!

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

Seattle, WA

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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