

Cardiovascular Account Specialist – CVA – Northwell – Remote " >

Job ID
329170BR
Oct 06, 2021
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 Cardiovascular Account Specialist is responsible for sales execution within key prioritized IDN's, institutions, accounts and with key targeted Health Care Providers (HCP's) within assigned Systems of Care. This role is accountable for implementing the sales strategies for approved Cardiovascular (CV) products as adopted by sales leadership and in a manner that is consistent with Novartis' policies, compliance standards and all applicable legal requirements. The principal purpose of the Cardiovascular Account Specialist position is to represent the Company's cardiovascular products and to drive their appropriate utilization across the patient pathway – from admission to the hospital, through discharge, and continuing through any transitions of care, including, but not limited to, transitions to a Heart Failure Clinic and/or Primary Care setting.

This is a remote opportunity.

Your Key Responsibilities:

- Builds and develops professional relationships with (but not limited to) cardiology, nephrology, emergency medicine, HF clinic staff, pharmacy staff, including some hospitalists within assigned customers.
- Drives pull-through of existing institutional wins in ancillary/satellite sites which are not part of Hospital Account Specialist call plans and ensures a consistent and optimized transition of care for cardiovascular products and patients in ancillary/satellite institutions across the Systems of Care.
- Calls on key targets at ancillary institutions to drive cardiovascular products performance (Hospitalist) in appropriate patients.
- Drives appropriate utilization of approved cardiovascular products. Will work closely with other Novartis Commercial Associates to generate pull-through within local payers, community HCP's, transitions of care, systems of care and hospitals.
- Leverage's expertise and knowledge of heart failure, the marketplace, applicable competitors, industry, and cross-functional activities/plans to anticipate and effectively manage business opportunities and challenges.
- Understands and improves sales efforts through patient flow in the hospital system and into the community, to better support the patient journey, to drive appropriate utilization both in-patient and in the office/ambulatory setting.
- Provides relevant and thoughtful input to other commercial colleagues (e.g. Sales Leadership, Hospital

Account Specialist and Systems of Care) regarding strategic and tactical planning for territory, area, and region.

- Maintains and develops territory expertise to support strategic identification, maximization, and implementation of selling opportunities at health systems across the in-patient and outpatient care continuum. Prioritizes time and effort to ensure efficient coverage of appropriate physician specialists and prescriber influencers, as well as, based on opportunity, potential, and importance to the system.

<https://www.youtube.com/watch?v=ggbnzRY9z8w>

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.
- 5+ years of experience in pharmaceutical sales or current Novartis associate with experience in pharma/biotech sales.
- 2 years specialty pharmaceutical/biotech sales experience, operating in a highly clinical disease category or current Novartis associate with experience in pharma/biotech sales.
- Proven track-record of consistent high performance.
- Demonstrated success working within cross functional teams.
- 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:

- 2+ years of experience in a hospital selling, account management or systems of care (SOC) collaboration.
- Strong ability to collaborate and work cross-functionally within a matrix environment.
- Experience in the promotion of cardiovascular pharmaceuticals/biotech products.
- Understanding of the market access, diagnostic related groups (DRG), hospital reimbursement and protocol development.

Leveling Guidelines:

The position will be filled at level commensurate with experience.

Cardiovascular Account Specialist

- External: 5+ years' experience in pharmaceutical sales, and 2+ years specialty pharma/biotech sales.
- Internal: Novartis Sales Associate, with experience in pharma/biotech sales.
- Experience in cardiovascular pharmaceuticals is preferred.

Cardiovascular Senior Account Specialist:

- Internal: Novartis Sales Associate with experience in pharma/biotech sales.

- External: 8+ years' experience in pharmaceutical sales, and 5+ years' in specialty pharma/biotech sales.
- Experience in cardiovascular pharmaceuticals is preferred.

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

Long Island, NY

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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