



Cardiovascular Sales Specialist / Senior – CRM – Dayton, East – Remote " >

Job ID
329342BR
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 Sales Specialist (CSS) is accountable for implementing the sales strategies for approved cardiovascular (CV) products consistent with Novartis' compliance standards as well as all applicable legal requirements for those key targeted Health Care Providers (HCP's) and hospital systems within an assigned territory. The CSS will pull through access and drive utilization for approved CV products with appropriate patients.

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 and pharmacy staff within assigned customers.
- Drives appropriate utilization of approved cardiovascular products, and works closely with other Novartis commercial associates to generate pull-through within local payers, community HCP's and hospitals.
- Apply expertise and knowledge of heart failure, the marketplace, applicable competitors, industry, and cross-functional activities/plans to anticipate and optimally manage business opportunities and challenges.
- Understands hospital committee structure, P&T process, treatment, and discharge protocols, DRG and hospital reimbursement process as it relates to the customers that they are responsible for to maximize opportunities.
- Provides relevant, thoughtful input to other commercial colleagues (e.g. Sales Leadership, Hospital Account Specialist and USMM) regarding strategic and tactical planning for territory, area, and region.
- Develops and implements effective customer specific territory plans, and communicates insights to internal stakeholders.
- Prioritizes time and effort to ensure optimal coverage of appropriate physician specialists based on opportunity and potential.
- Understands fully the assigned customers' product and business needs and works to meet those needs while adhering to all of Novartis company ethics and compliance standards.

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

Dayton, OH

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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