

Sales/Sr. Sales Specialist - Eye Care - Ann Arbor MI - remote " >

Job ID
329724BR
USA

Job Description

769 million. That's how many lives our products touched in 2020! If you are a high performing sales contributor who is passionate about sales and motivated to operate in an 'unbossed' culture, then we invite you to come have a conversation with Novartis. It is a very exciting time to join our team as we lead the way in creating positive customer experiences and introduce new products to the market!

The Sales Specialist is accountable for implementing the sales strategies for approved 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 position.

Major Accountabilities:

In alignment with all applicable laws and regulations and Novartis Pharmaceuticals Corporation (NPC) policies:

- Builds and develops professional relationships with (but not limited to) key providers including Ophthalmologist and pharmacy staff within assigned customers
- Drives appropriate utilization of approved products. The Sales Specialist works closely with other Novartis commercial associates to generate pull-through within local payers, community HCP's, and Systems of Care
- Leverages expertise and knowledge of disease state, the marketplace, applicable competitors, industry and cross-functional activities/plans to anticipate and effectively manage business opportunities and challenges
- Provides relevant, thoughtful input to other commercial colleagues (e.g. sales leadership, Account Specialist and USMM) in regards to strategic and tactical planning for territory, area, and region
- Develops and implements effective customer specific territory plans. Communicates insights to internal stakeholders
- Prioritizes time and effort to ensure optimal coverage of appropriate physician specialists based on opportunity and potential

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:

Education (minimum/preferred):

Bachelor's degree required, advanced degree a plus.

Experience/Professional requirement:

Minimum:

- Internal: Novartis sales associate with experience in pharma/biotech sales
- External: Must have a minimum of 3 years' experience in pharmaceutical sales
- Proven track record of consistent high performance
- Demonstrated success working within cross functional teams
- Candidate must be properly licensed and able to safely operate and drive an automobile in order to perform field calls on customers; must have a driving record deemed safe by the Company.
- This is a remote position that will cover Key Accounts in the assigned region. Major cities in the region include Ann Arbor, Dearborn and Farmington Hills. 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:

- Experience in the promotion of Ophthalmology products
- Understanding of the market access and reimbursement
- Demonstrated effective decision making, problem-solving and strategic thinking
- Product launch experience

Why Novartis?

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

Ann Arbor, MI

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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