

Specialty Sales Consultant - British Columbia

Job ID
REQ-10037687
Mar 03, 2025
Canada

Summary

Specialty Sales Consultant – Multiple Sclerosis

Location: British Columbia, #LI-Remote

Novartis is unable to offer relocation support for this role; please apply only if you are based in British Columbia.

About the role:

The Specialty Sales Consultant, Multiple Sclerosis will be responsible for driving sales growth, market share and brand loyalty for KESIMPTA (ofatumumab) in Western Canada (British Columbia, Manitoba and Saskatchewan). This role involves collaborating with healthcare professionals, particularly neurologists and related specialists, to provide education, product information and support that leads to optimal patient care. This position requires a motivated, driven individual with a proven track record in specialty pharmaceutical sales, excellent communication skills, strong collaboration and the ability to navigate a competitive market landscape.

This role reports to the Field Director and works closely with the Novartis Neuroscience cross functional team.

About the Role

Key Responsibilities:

Develop business plans and implement related activities such as customer events and sales presentations required to achieve agreed targets

Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timelines

Provide support to key MS clinics in Western Canada

Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers and competitors

Achieve agreed contact, coverage and frequency targets through various communication channels

Ensure customer satisfaction

Contribute positively to the commercial team through cooperative relationships and collaborative efforts to achieve team and company goals

Timely and accurate reporting of technical complaints/adverse events/special case scenarios related to Novartis products within 24 hours of receipt

Essential Requirements:

- Minimum 6 years of sales experience
- Strong business and scientific acumen to address issues and opportunities
- Excellent interpersonal, organizational, communication and presentation skills with a history of working in a highly competitive environment
- Ability to work successfully in a matrix environment
- Knowledge of the healthcare system

Desirable Requirements:

- Experience in neurology
- Experience in multiple sclerosis is highly valued.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other.

Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?
<https://www.novartis.com/about/strategy/people-and-culture>

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Division

International

Business Unit

Innovative Medicines

Location

Canada

Site

Field Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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