

# Specialty Sales Consultant - Ottawa / Gatineau

Job ID  
REQ-10040765  
Mar 03, 2025  
Canada

## Summary

Specialty Sales Consultant – Hematology

Locations: Ottawa/Gatineau, #LI-Remote

Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

About the role:

The Oncology Care Consultant is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner. We are looking for an experienced and passionate professional to join our team and help us achieve our ambitious mission as we work to reimagine medicine to improve and extend people's lives.

Territory to cover: Ottawa/ Gatineau/ North shore/ Kingston/ Atlantic

The role reports directly to the Associate Sales Director and will work closely with the Oncology cross-functional team.

Permanent position

## About the Role

### Key Responsibilities:

- Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence attitudes & beliefs in key accounts in order to drive competitive sales growth
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors to improve the patient journey (right patient, right time)

- Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent. When facing ethical dilemmas, do the right thing and speak up when things don't seem right. Live by Novartis Code of Ethics and Values and Behaviors

#### **Essential Requirements:**

- Minimum of 5 years of related specialty sales experience with a strong record of achievement.
- Results-oriented, customer-focused and strong skill set in excellence in execution.
- Superior Business Acumen, Strategic Thinking and Planning.
- Energetic, curious, self-motivated, entrepreneurial and professionalism.
- Ability to collaborate effectively with various groups and commitment to teamwork

#### **Desirable Requirements:**

- Previous experience in Hematology or oncology is an asset
- Previous experience in this territory an asset

**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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