

# Disease Area Specialist (Oncology)

Job ID

REQ-10033477

Dec 11, 2024

Israel

## Summary

Territory: North

Location: field-based position.

Therapeutic area: Oncology

An important role within the biggest team: Responsibility for the execution of business plans to meet business goals for an assigned territory. Drive territory product performance and market share, to develop effective professional business relationships with customers, in accordance with the Novartis Customer Solution Model.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Build strong business relationship, best for both fast & short term and long-term results, for making the numbers and 'building customers. To understand customers, their environment, potential and needs and then provide customized solutions with our products and services, preferably innovative services and then obtaining firm dedication for prescriptions.
- To use detailed knowledge of competitors' products and their relative strengths and weaknesses during customer calls. Implement the squad strategy and tactical plan. Work with all relevant partners and squad members to ensure "closing" the loop.
- Collaborate with internal team members such as medical advisor, MSLs, KAMs to ensure our customers are receiving the best tailored solution based on their needs.
- Capture insights from the field and report back to the squad to support refining and adapting tactical plan and brand strategy. Adapt and optimize the approach and communication style during calls.
- Ensure adequate pre-call planning, post-call evaluation and keep promises. Use available resources and invest according to Business plan, all plans and events must have clear objectives be accurate, candid and appropriate for their intended context. The responsibility to plan for a very proactive and productive approach- to the territory with the best return on investment (ROI).
- Accountability for a quarterly business plan: a business plan sheet contains critical information about actions and priorities and investments for a period; (where to work, whom to see, how often, what to do).
- Supervise and follow-up the business plan on an ongoing basis: Collect and record information relevant to customer targeting and systematically use OnCore.
- Analyze territory product performance and market data on brick-level on a regular basis and propose action plan to regional sales manager. Coordinate visit cycles with co-detailing salesperson to improve customer coverage and impact.

## Essential Requirements:

- Education: Life Sciences Degree.
- 2 - 4 years of experience from a medical sales position or product Specialist from Pharma.
- Proficient Hebrew and English, both written and spoken.
- Cross functional collaboration.
- Customer focus.
- Flexibility.
- Agile.
- Digital capabilities.

## Desirable Requirements:

- Oncology therapeutic area knowledge.

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Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?

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Division

International

Business Unit

Innovative Medicines

Location

Israel

Site

Israel

Company / Legal Entity

IL04 (FCRS = IL004) Novartis Israel

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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