

# Senior Product Specialist

Job ID  
REQ-10072563  
мар 29, 2026  
Индия

## Сводка

As a Product Specialist at Novartis, you'll build strong relationships with healthcare professionals and deliver solutions that make a real difference for patients. By personalizing your approach, using data, and working closely with your team, you'll help us achieve our mission—making every interaction and outcome matter.

## About the Role

**Job Title-Senior Product Specialist**

**#LI-Remote**

**Job Location-Chandigarh**

## Key Responsibilities

- Drive sales of priority oncology molecules across premium pharma accounts and hospital networks
- Build strong relationships with key decision-makers and KOLs to support product adoption
- Manage state government business including tenders, empanelment, and institutional access
- Ensure product availability in hospitals and support stock liquidation and repurchase cycles
- Generate demand through targeted engagement with doctors and medical service teams
- Handle both trade and government channels to maximize reach and impact
- Collaborate with hospitals for medical service empanelment and account activation
- Use data insights to plan territory actions and optimize sales performance

## Role Requirements:

- Minimum 5 years of over all pharma sales experience in Trade/ Institutional, Government Institutions
- Strong knowledge of the assigned territory and customer landscape in Chandigarh
- Bachelor's degree in science or pharmacy (B.Sc or B.Pharm)
- Excellent communication and relationship-building skills
- Proven ability to collaborate across teams and deliver customer value
- Experience in Medical Oncology, breast cancer portfolio

## Desirable Requirements

Experience in oncology sales or working with oncology-focused healthcare professionals

Familiarity with Novartis' therapeutic portfolio and patient-centric engagement strategies

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Marketing

Место

Индия

Сайт

Chandigarh (Territory)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

### **Accessibility and accommodation**

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to [diversityandincl.india@novartis.com](mailto:diversityandincl.india@novartis.com) and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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