

Senior Sales Representative

Job ID
REQ-10080240
июл 23, 2026
Канада

Сводка

The Specialty Sales Consultant is a key driver of customer engagement and sales performance, acting as the face of our customer experience approach. In this role, you will build strong, value-based relationships with healthcare professionals (HCPs) and stakeholders to deliver meaningful outcomes for patients and drive sustainable business growth.

As part of our Oncology team, you will collaborate closely with cross-functional partners to deliver impactful, customer-centric solutions. We are seeking a passionate, results-driven professional who is eager to contribute to our mission to reimagine medicine and improve and extend people's lives.

About the Role

#LI-Remote

Location: British Columbia, Canada

This role is based in British Columbia, Canada. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Key Responsibilities

- Identify and prioritize high-potential customers (HCPs and stakeholders) through data-driven insights to drive competitive sales growth.
- Engage in value-based conversations (in-person and virtual) to understand customer needs, decision drivers, and pain points.
- Personalize and orchestrate customer engagement journeys aligned with HCP preferences using multichannel approaches.
- Deliver impactful, customer-centric experiences beyond clinical differentiation by understanding the healthcare ecosystem.
- Build and maintain strong relationships with key opinion leaders and medical influencers, influencing behaviors to improve patient outcomes.
- Develop and dynamically adjust territory, account, and customer interaction plans using available data sources.
- Collaborate compliantly with cross-functional teams to co-create solutions addressing unmet patient and customer needs.
- Demonstrate integrity, transparency and accountability by adhering to Novartis Code of Ethics and Values & Behaviors.

Essential Requirements

- Specialty pharmaceutical sales experience with a proven track record of success.
- Strong customer focus with demonstrated excellence in execution and results delivery.
- Advanced business acumen, strategic thinking, and planning capabilities
- High level of comfort with digital tools, analytics, and omnichannel engagement.
- Self-motivated, entrepreneurial mindset with strong curiosity and energy.
- Excellent collaboration and stakeholder management skills, with a strong team orientation.
- Availability to travel across British Columbia and Saskatchewan to support territory management.

Desirable Requirements

- Experience in Oncology, preferably breast cancer, is considered an asset.
- Previous experience managing the British Columbia & Saskatchewan territory is an asset.

At Novartis Canada, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey – from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team's representatives of the patients and communities we serve.

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
Канада
Сайт
Field Sales (Canada)
Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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