

Sales Representative - Oncology (Breast Cancer), Quebec City

Job ID
REQ-10087076
сеп 15, 2026
Канада
Available in: English | [Français](#) | [Français](#)

Сводка

#LI-Remote
Locations: Quebec

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

The Sales Representative is a leading driver of customer interactions and sales performance. As the face of our customer experience approach, this role builds deep relationships that deliver value for customers and patients while driving sales growth in a compliant and ethical manner. We are looking for an experienced and passionate professional to help advance our mission to reimagine medicine and improve and extend people's lives. The role reports directly to the Senior Area Manager, works closely with the Oncology cross-functional team, and is a permanent position.

About the Role

Key Responsibilities:

- Identify and prioritize high-potential healthcare professionals and stakeholders who influence attitudes and beliefs within key accounts, using data insights to support competitive sales growth.
- Lead value-based, in-person and virtual conversations to understand customer challenges, decision drivers, painpoints and opportunities.
- Personalize and orchestrate engagement journeys for target healthcare professionals by reflecting customer preferences and using relevant content across multiple channels.
- Deliver memorable, customer-centric experiences that go beyond clinical differentiation by listening to customer needs and understanding the healthcare environment.
- Build effective relationships with opinion leaders and leading medical influencers across the territory, challenging current behaviors to improve the patient journey and support the right patient at the right time.
- Use available data sources to create, dynamically prioritize and adjust territory, account and customer interaction plans.
- Collaborate compliantly with cross-functional partners to design and implement solutions that address unmet customer and patient needs.
- Act with integrity, honesty and transparency in all interactions, speak up when concerns arise, and consistently uphold the Novartis Code of Ethics, Values and Behaviors.

Essential Requirements

- Bachelor's degree in Science, Business Administration, Health Sciences or a related field; a minimum of five years of successful specialty sales experience; Strong record of achievement with a results-oriented, customer-focused approach and excellence in execution.
- Superior business acumen, strategic thinking and planning capabilities.
- Aptitude for and comfort with technology, including the use of data and digital engagement channels.
- Energetic, curious, self-motivated and entrepreneurial mindset, combined with a high level of professionalism.
- Ability to collaborate effectively across diverse groups and a strong commitment to teamwork.
- Ability to build trusted relationships and deliver value through customer-centric interactions.
- Willingness to travel throughout the territory, including overnight stays when required.
- Advanced spoken and written French and intermediate spoken and written English.

Desirable Requirements

- Previous experience in breast cancer or oncology.
- Previous experience working in the Quebec territory.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative 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
Sales
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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