

Sr Sales Representative, Neuroscience

Job ID
REQ-10088440
Сен. 29, 2026
Канада
Available in: English | [Français](#)

Сводка

#LI-Remote
Location: Montreal South Shore

Novartis is unable to offer relocation support for this role. Please apply only if this location is suitable for you.

As a Sr Sales Representative – In Neuroscience, you will play a critical role in driving the brand's sales growth, expanding market share, and strengthening brand loyalty in Multiple Sclerosis across the Montreal South Shore territory. You will partner with neurologists, multiple sclerosis clinics, and other healthcare professionals to deliver scientific and product education, support optimal patient outcomes, and advance Novartis' mission to reimagine medicine.

This is an exciting opportunity for a highly motivated sales professional with a strong track record in specialty pharmaceutical sales, excellent relationship-building skills, and the ability to thrive in a competitive and dynamic healthcare environment.

About the Role

Key Responsibilities

- Develop and execute territory business plans to achieve sales and market growth objectives.
- Build and maintain strong relationships with neurologists, MS clinics, and other key healthcare stakeholders.
- Deliver impactful product presentations, educational programs, and customer engagements.
- Achieve sales, activity, productivity, and performance targets within established timelines and budgets.
- Maintain a deep understanding of therapy, the multiple sclerosis landscape, market dynamics, and competitor activities.
- Drive customer engagement through both in-person and digital communication channels.
- Ensure a high level of customer satisfaction and provide appropriate support to healthcare professionals.
- Collaborate effectively with Medical, Market Access, Patient Support, and other cross-functional partners.
- Ensure timely and accurate reporting of technical complaints, adverse events, and special situations in compliance with Novartis policies and regulations.

Essential Requirements

- Minimum 5 years of sales experience, preferably within the pharmaceutical, biotechnology, or healthcare industry.
- Strong business acumen combined with scientific aptitude.
- Proven ability to identify opportunities and develop customer-centric solutions.
- Excellent communication, presentation, negotiation, and interpersonal skills.
- Ability to work effectively within a matrix organization and cross-functional environment.
- Knowledge of the Canadian healthcare system.
- Valid driver's license and ability to travel within the assigned territory.
- Bilingual (English and French)

Preferred Qualifications

- Experience in Multiple Sclerosis is highly preferred.
- Strong understanding of complex therapeutic markets and patient journeys.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's life and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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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