NOVARTIS

# Sales Representative - Neuroscience - Ontario Northwest

Job ID
REQ-10089253
Ноя. 02, 2026
Канада

### Сводка

#LI-Remote
Location: Ontario Northwest (Mississauga, Owen Sound, Barrie, Thunder Bay)

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

This job posting is for an existing position.

The Specialty Sales Consultant, Multiple Sclerosis, will be responsible for driving sales growth, market share and brand loyalty for KESIMPTA (ofatumumab) in the Ontario Northwest Territory.

This role involves collaborating with healthcare professionals, particularly neurologists and related specialists, to provide education, product information and support that leads to optimal patient care. This position requires a motivated, driven individual with a proven track record in specialty pharmaceutical sales, excellent communication skills, strong collaboration and the ability to navigate a competitive market landscape.

This role reports to the Associate Sales Director and works closely with the Novartis Neuroscience cross functional team.

### About the Role

**Key responsibilities:**

- Develop business plans and implement related activities such as customer events and sales presentations required to achieve agreed targets
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timelines
- Provide support to key Neurology clinics in the Ontario Northwest corridor.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction
- Contribute positively to the commercial team through cooperative relationships and collaborative efforts to achieve team and company goals
- Timely and accurate reporting of technical complaints/adverse events/special case scenarios related to Novartis products within 24 hours of receipt

**Essential Requirements:**

- Minimum 5 years of sales experience
- Strong business and scientific acumen to address issues and opportunities
- Excellent interpersonal, organizational, communication and presentation skills with a history of working in a highly competitive environment
- Ability to work successfully in a matrix environment
- Knowledge of the healthcare system

Desirable Requirements:

- Experience in neurology
- Experience in multiple sclerosis is highly valued.

**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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