

Sales Representative - Ontario Northwest

Job ID
REQ-10089253
Окт. 09, 2026
Канада

Сводка

#LI-Remote

Location: KESIMPTA (ofatumumab) in the Ontario Northwest Territory.

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

As a Sales Representative, you will play a critical role in driving business growth and delivering value to healthcare professionals and patients across Ontario—one of the most strategic markets in Canada.

You will be responsible for building strong, trust-based relationships with healthcare providers, understanding their needs, and delivering customer-centric solutions that improve patient outcomes. This is an exciting opportunity to work with a dynamic portfolio, including innovative therapies with strong clinical potential, while contributing to a high-impact therapeutic area.

This job posting is for an existing position.

About the Role

Key responsibilities:

- Identify and prioritize high-potential healthcare professionals (HCPs) using data-driven insights to drive prescription and sales growth.
- Engage in meaningful, value-based interactions (both in-person and virtual) to understand customer needs, challenges, and decision drivers.
- Build and maintain long-term, trust-based relationships with HCPs and key stakeholders within the territory.
- Develop and execute tailored customer engagement plans, leveraging multiple channels and available content.
- Generate and share actionable customer insights with cross-functional teams to support strategy and execution.
- Collaborate compliantly with internal stakeholders to deliver solutions that address unmet patient and customer needs.
- Drive product adoption and maximize performance within the territory, particularly for key hematology brands.
- Influence treatment pathways by challenging status quo and improving patient journeys (right patient, right time).
- Ensure full compliance with Novartis policies, including reporting adverse events, product complaints, and ethical standards.

Essential Requirements:

- Bachelor's degree required.
- Minimum 5 years of experience in pharmaceutical/healthcare sales or related field.
- Strong understanding of customer engagement and key account management principles.
- Proven ability to build relationships and influence stakeholders within healthcare environments.
- Strong communication, negotiation, and influencing skills.
- Experience working cross-functionally in a matrix organization.
- High level of integrity and commitment to compliance and ethical standards.

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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