NOVARTIS

Senior Specialty Sales Consultant - Immunology in Toronto

Job ID
REQ-10092381
Ноя. 19, 2026
Канада

Сводка

-The Sales Representative is a leading driver of our customer interactions and sales performance They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

About the Role

#LI-Remote

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

Territory: York and Mississauga

As a Senior Specialty Sales Consultant, you will drive competitive sales growth by building trusted, value-based relationships with healthcare professionals and key stakeholders across the Toronto, York and Mississauga territory. You will use deep customer and territory insights to deliver personalized, customer-centric experiences, execute medical education initiatives and collaborate cross-functionally to improve the patient journey while operating with integrity and in full compliance with Novartis standards.

Key responsibilities:

- Identify and prioritize high-potential healthcare professionals and stakeholders using available customer, market and territory data to focus engagement and drive competitive sales growth.
- Deliver sales performance by orchestrating positive, personalized customer experiences across in-person and virtual channels, aligned with individual customer preferences.
- Lead value-based conversations to understand customer challenges, decision drivers, pain points and opportunities, and translate these insights into relevant engagement plans.
- Build sustained, trusted relationships with healthcare professionals, opinion leaders and medical influencers to support appropriate treatment decisions and improve the patient journey.
- Develop deep customer and business insights, follow up on feedback and convert findings into actions that create additional value and exceed customer expectations.
- Create, dynamically prioritize and adjust territory, account and customer interaction plans using available data sources, while maintaining strong territory management and call execution.
- Share customer insights with internal stakeholders to inform product- and indication-related content, campaigns, medical education execution and interaction plans.
- Collaborate compliantly with Sales, Medical, Brand and other cross-functional partners to design and implement solutions that address unmet customer and patient needs.
- Act as a trusted partner by listening to learn, helping customers address business needs and developing ethical, compliant value-added solutions.
- Demonstrate integrity and transparency, follow the Novartis Code of Ethics and Values and Behaviors, report technical complaints, adverse events and special-case scenarios within 24 hours of receipt, and distribute marketing samples where applicable.

Essential Requirements:

- Relevant post-secondary education, fluency in English and demonstrated specialty pharmaceutical sales experience;
- Proven ability to drive sales results through effective call execution, territory planning, prioritization and disciplined follow-through.
- Strong customer focus and capability to build credible, long-term relationships with healthcare professionals and key stakeholders.
- Excellent communication skills with the ability to conduct value-based conversations and adapt engagement to customer needs across in-person and virtual channels.
- Strategic mindset with strong planning, organization and administrative effectiveness.
- Demonstrated cross-functional collaboration with Medical, Brand, Sales leadership and other internal partners.
- Working knowledge of CRM platforms such as Veeva or Salesforce, with the ability to use Power BI and other data sources to generate insights and guide territory decisions.
- High standards of ethics, integrity and compliance, with the judgment to speak up and act appropriately when facing ethical dilemmas.

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
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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