NOVARTIS

Radioligand Therapies (RLT) Sales Specialist, Prostate – Indianapolis

Job ID
REQ-10093358
Ноя. 20, 2026
США

Сводка

#LI-Remote

This is a field-based and remote opportunity supporting key accounts in an assigned geography.
Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible to you.

Company will not sponsor visas for this position.

As a Radioligand Therapy Oncology Specialist (RLT), you'll play a key role in driving demand and shaping strategic business plans that strengthen referral and treatment networks for prostate cancer care. You'll champion the Radioligand Therapy (RLT) platform across both diagnostic and therapeutic portfolios, fostering meaningful clinical dialogue in a dynamic, multi-stakeholder healthcare environment. Your work will involve collaboration, coordination, and planning with Medical Oncologists, Urologists, Nuclear Medicine specialists, and Radiation Oncologists to ensure patients receive the best possible outcomes.

About the Role

Key Responsibilities:

- Responsible for business ownership of prescribing and referring physicians, while driving relationships and creation and execution of business plans for territories to include delivery of disease education on diagnostic and therapeutic, product value propositions, treatment protocols and implementing customer programs as appropriate.
- Support product access, implement competitive response/pull-through strategies, maintain and grow key relationships with account partners in line with defined target priorities in a manner consistent and compliant with company policies and requirements.
- Develop and employ customized tools and strategies to gain appropriate access to engage with HCP targets within territory accounts to deliver clinical value proposition and establish RLT as the partner of choice in community hospital, academic hospitals, and community oncology accounts.
- Display an elevated level of self-awareness, a passion for learning, an ability to inspire those around you, a willingness to challenge the status-quo and embrace change to optimize execution.
- Embody a high-level of confidence to deliver messages in a clear and compelling way to customers, optimally handle objections, and close every call with a commitment to action to inspire changes in behavior.
- Continuously demonstrate deep understanding of territory market landscape, competitors, market segments / dynamics, product, clinical data, and anticipate environmental changes and challenges to optimize execution.
- Develop and execute a call-plan to achieve goals and improve access and sales opportunities, while promoting a highly technical and innovative product portfolio to a sophisticated audience.
- Comfort in using sales data reporting tools to understand trends and coupling with customer insights to identify territory and customer growth opportunities in a constantly evolving environment.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- 3+ years' experience in pharmaceutical, biotech, healthcare, or similarly structured industries with large, geographically dispersed sales teams within the last 5 years. We also welcome candidates from other complex sales environments such as medical devices, diagnostics, life sciences services, insurance, consumer health, or B2B sectors, especially where strong field leadership and customer engagement are central to success.
- 1+ years' experience in oncology, urology, nuclear medicine, medical devices, or complex therapeutics.
- 1+ years' experience in prostate, neuroendocrine tumors, or buy-and-bill therapeutic experience, within last 5 years.
- Strong ability to collaborate, work cross-functionally within a matrix environment, can communicate clinical product information, has a validated track-record of consistent high-performance, and is proficient in navigating and successfully selling to large accounts and key customer segments.
- Self-starter with analytic abilities to seek out, prioritize, and apply relevant information to solve problems to meet the needs of key customers, while also demonstrating ethical leadership and ability to champion an environment that promotes ethical behavior and compliance with company policies & laws.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from the territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- Experience across therapeutic groups, disease states, account management strategy, and new product launches.
- Broad understanding in patient services, market access, buy and bill, specialty pharmacy, reimbursement and/or medical calling on HCPs with respect to a sophisticated product or reimbursement pathway.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Novartis Compensation Summary:

The salary for this position is expected to range between $145,600 and $270,400 per year.

The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors.

Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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)

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Дивизион
US
Business Unit
Sales
Место
США
Состояние
Field, US
Сайт
Field Sales (USA)
Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Indianapolis (Indiana), Indiana, США
Alternative Location 2
Lafayette (Indiana), Indiana, США
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

Job ID
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Radioligand Therapies (RLT) Sales Specialist, Prostate – Indianapolis

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