

Oncology Disease Area Lead- Non - Malignant - Hematology - Boston - Remote

Job ID
REQ-10020354
Sep 03, 2024
USA

Summary

This is a field-based and remote opportunity supporting key accounts and academic institutions in the Boston, MA geography.

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

The Oncology Disease Area Lead will have the following responsibilities with a specific focus on oncology disease within large, sophisticated accounts that have a variety of key customers. You will communicate with medical experts and all relevant HCPs within the account to appropriately expand product use, increase market share and properly position the product to generate product demand – all in compliance with Novartis policies and procedures. The Oncology Disease Area Lead will create, coordinate, and implement account focused commercial business plan to achieve brand goals and align with brand priorities for assigned disease state. In addition to face-to-face interactions, you will skillfully use technology (including virtual HCP interactions and digital resources) to create an impactful experience for key stakeholders within the account.

#LI-Remote

About the Role

Key Responsibilities:

- Drive demand and impact decision-making of Medical Experts (ME) and all essential HCPs, by challenging existing approach to treatment and compliantly impacting how the ME/HCP views Novartis products, and how to position our product versus competitors to appropriately drive product demand.
- Identify and connect with Medical Expert network on a wider level, and smoothly direct HCP needs to other Novartis partners. All interaction and coordination to be done in accordance with Novartis policies and procedures.
- Create, manage, and implement account-focused strategic business plans that include reaching account-specific goals that align with Novartis' commercial strategy for the disease state assigned, taking an enterprise view to ensure strategies are customized to customer needs that improve patient care for the disease state assigned, giving feedback to marketing team about competitive environment and when competitive strategy needs adjustment, and knowing and adapting plan to the complex relationships within sophisticated health systems.
- Work together with all cross-functional partners from Novartis and key people from the account and be responsible for commercial collaboration with other Novartis stakeholders to create a 'One Novartis'

experience; while knowing well the Novartis staff and resources to offer suitable solutions to customer needs related to patient care and make sure a consistent customer experience is delivered.

- Know the account payor mix well and how to solve common product access issues like buy and bill, billing and coding, and policy updates. Know when to handle issues yourself and when to refer them to Novartis partner.
- Being able to switch between channels and use digital tools and platforms effectively for virtual engagement to meet customer needs. This involves virtual interactions with HCPs, using Novartis digital resources that improve the patient and customer experience when appropriate, helping customers and making them more at ease with our digital platforms.
- Familiarity with the present and future digital platforms for marketing and sales that can connect with customers (i.e. adaptive targeting, collecting insights), and being comfortable with using sales data reporting tools to analyze trends and combine them with customer insights to find opportunities for growth in territory and customer segments in a rapidly evolving environment.
- Use business analytics, market, therapy, competitor and clinical knowledge to identify opportunities, strengths and trends that can help promote assigned product portfolio and increase sales.

Essential Requirements:

- Bachelor's degree.
- 5+ year's sales experience in healthcare.
- 3+ years of experience in a specialty sales role with proven leadership skills in managing sophisticated accounts (including large academic centers), and experience dealing with issues such as launching products excellently in markets / institutions with multiple partners, creating and sharing account business plans, communicating effectively with various local and national partners, understanding complicated dynamics and partners within institutions beyond prescribers, addressing access and reimbursement challenges, identifying referral patterns and being able to operate accordingly.
- 1+ year of hematology, oncology, or rare disease experience.
- Proficiency in payer dynamics, distribution, and reimbursement channels, with strong analytical and decision-making capabilities, with the ability to analyze data for insights and adjust strategy.
- This is a remote position that will support key accounts in an assigned region. Candidate must reside within territory, or within a reasonable daily commuting distance of 100 miles from territory boarder. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. Must have a valid driver's license.

Desirable Requirements:

- 3+ year of hematology, oncology, or rare disease experience.
- Account management and current experience within the same local market.

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$151,200 and \$226,800/year; ***however, while salary ranges are effective from 1/1/24 through 12/31/24, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.*** The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Company will not sponsor visas for this position.

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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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Division

US

Business Unit

Innovative Medicines

Location

USA

Site

Field Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation
Alternative Location 1
Boston (Massachusetts), USA
Alternative Location 2
Cambridge (Massachusetts), USA
Alternative Location 3
Worcester (Massachusetts), USA
Functional Area
Sales
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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<https://talentnetwork.novartis.com/network>

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2. <mailto:Eh.occupationalhealth@novartis.com>
3. <https://www.novartis.com/about/strategy/people-and-culture>
4. <https://talentnetwork.novartis.com/network>
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-USA/Oncology-Disease-Area-Lead--Hematology--Boston---Remote_REQ-10020354
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