

# Medical Representative Immunology (Temp 12 months)

Job ID  
REQ-10021911  
Sep 10, 2024  
Greece

## Summary

Immunology Therapeutic Area: At Novartis, we recognize the immense impact of auto-immune and auto-inflammatory diseases on the lives of thousands of individuals. These conditions can impose significant limitations and even disabilities on patients' everyday lives. As a pioneer in the field of immunology, Novartis has been leading the way in developing innovative treatments for over a decade. Our mission is to deliver groundbreaking medicines that can truly make a difference in the lives of patients.

To further our mission and continue driving advancements in the field of Immunology, we are seeking dedicated and talented individuals to join our team in the Immunology Therapeutic Area.

As a Medical Representative, you will be responsible for managing your own area, developing, and implementing plans and initiatives to achieve your goals, in line with defined policies. You will develop relationships of trust with customers, aiming to maximize products lifecycle to benefit patients.

## About the Role

### Key responsibilities:

- Acts as single point of contact with Health Care Professionals (HCPs), establishes and maintains relevant partnerships with customers
- Acts as an expert and creates awareness of patient journeys, unmet needs, and therapeutic area-related topics.
- Defines and executes an impactful tactical plan within territory of responsibility
- Develops tailor-made omnichannel approach for optimal communication with customers
- As part of a multidisciplinary team coordinates stakeholder management in a community-based environment
- Collects, analyzes, and reports insights that might impact Novartis strategy
- Identifies and analyzes opportunities and issues of therapeutic area and makes proposals for appropriate improvements
- Monitors changes and trends in health ecosystems, policy and legislation using a broad range of sources, and approaches and considers how these impacts the business

### Job requirements:

- University degree, ideally in Science and/or Business Administration
- Experience in the Pharmaceutical Market

- Experience in Immunology or other specialty market will be considered as an additional qualification
- High focus on value for patients, customers and product detailing
- Brand portfolio & account management experience will be considered as an additional qualification
- Agile & highly collaborative profile with ability to build strong professional relationships
- Digital and technological savvy with omnichannel management skills
- Excellent organizational and communication skills
- Fluent in both written and spoken English

**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>

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

Division

International

Business Unit

Innovative Medicines

Location

Greece

Site

Metamorfosis

Company / Legal Entity

GR11 (FCRS = GR001) Novartis Hellas

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Sales) (Fixed Term)

Shift Work

No

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