

Product & Solutions Partner Oncology West (80-100%*)

Job ID
REQ-10020331
Sep 16, 2024
Switzerland

Summary

Der Vertriebsmitarbeiter ist ein führender Treiber unserer Kundeninteraktionen und unserer Vertriebsleistung. Er ist das Gesicht unseres Customer Experience-Ansatzes und baut tiefe Beziehungen auf, die Kunden und Patienten einen Mehrwert bieten, um das Umsatzwachstum auf konforme und ethische Weise voranzutreiben.

About the Role

Key Responsibilities / Major accountabilities:

You drive sales by understanding in depth the needs and requirements of the designated customers for whom you develop and implement long lasting client focused solutions. You have a strong entrepreneurial mindset to achieve faster access and better patients' outcomes.

Your responsibilities include, but are not limited to:

- Responsibility for executing the Marketing and Sales strategy in the designated region in cross-functional collaboration with the in-field and office-based team to maximize customer interaction and reach commercial goals
- Have full command of in-label scientific data and a deep understanding in the respective therapeutic area, market, customers and competitors
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, services, programs and company developments
- Acquire a thorough understanding of key customer needs as well as requirements and report insights back to Novartis, but also plan and execute promotional activities and services towards customers accordingly
- Accountable for in-depth understanding of a given territory and, brand potential, MS, competitor landscape, challenges and opportunities, as well as the local market access situation
- In collaboration with the Key Account Manager, assume ownership for the healthcare ecosystem in the territory, including dedicated action plans for assigned accounts, aligning on account objectives and execution
- Map territory's patient journey for dedicated TA to identify the pain points and challenges, which delay the appropriate care or lead to suboptimal discharge management. Communicate and work in close collaboration with the in-field and office based cross functional team to shape and co-create the solutions to address identified gaps.
- Ensure patient views are incorporated in Novartis business decisions and solutions.
- Contributes positively to the Sales, Marketing and Medical teams sharing business insights based in deep

competitive analysis, developing co-operative relationships and collaborative efforts to achieve team and company objectives.

What you'll bring to the role:

- A university degree in Health Science, Medicine, or Economics, or validated equivalent through professional experience
- Fluent in both French and English at a professional level
- 3+ years of professional background in pharmaceutical sales, focusing on the ethical promotion of products to specialist physicians.
- In-depth knowledge of Swiss customer/marketplace and key dynamics
- A network with the target customer group, understanding of key competitors and their strategies in Therapeutic Areas, along with specific product knowledge, is desirable.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

Disclaimer*: Some restrictions on flexible working options may apply and will be discussed during interview if applicable

You'll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook: <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion:

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

Hiring decisions are only based on the qualification for the position, regardless of gender, ethnicity, religion, sexual orientation, age and disability.

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you

would like to request this, please let us know in advance as a note on your CV.

Adjustments for Applicants with Disabilities:

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you would like to request this, please let us know in advance as a note on your CV.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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:
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Division

International

Business Unit

Innovative Medicines

Location

Switzerland

Site

Rotkreuz (Field-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

Sales

Job Type

Full time

Employment Type

Regulär

Shift Work

No

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