

A Journey of Compassion: From Pharmacy to Oncology Sales

Novartis employee story journey into Oncology sales

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Growing up in the heart of Houston, Texas, my childhood was filled with warmth, community, and a deep-rooted sense of compassion instilled in me by my grandmother. She was a vocational nurse, and I spent countless hours by her side as she visited patients in their homes, providing them with care and medication. It was during these moments that my passion for helping others, especially the elderly, began to take root.

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Venecia Thomas - Oncology Disease Area Lead – Houston, Texas

From a young age, I felt drawn to the field of medicine and the profound impact it has on patients' lives. With a desire to make a difference, I set my sights on becoming a pharmacist, eager to play a role in improving the health and well-being of those in need within my community.

However, fate had other plans in store for me. During a flight home in my final year of pharmacy school, I had a serendipitous encounter with an executive from a pharmaceutical company. We discussed medicine and patient care, and he opened my eyes to a different path – a career in sales. Intrigued by the opportunity to advocate for patients on a larger scale, I took a leap of faith and embarked on a new journey in institutional sales, focusing on the Houston area.

The transition to sales brought me face to face with the harsh realities of cancer, a disease that had touched my own family deeply. My grandfather's battle with lung cancer, and the limitations of available treatments at the time, left an indelible mark on me. Witnessing his suffering firsthand fueled my determination to do more for oncology patients; to ensure that no one else would endure what he went through.

When I joined Novartis, I found a community of like-minded individuals dedicated to advancing patient care. The collaborative spirit that fuels our organization empowers us to push the boundaries of innovation and strive for excellence in everything we do. I am surrounded by exceptional colleagues who share my passion for making a difference and I am continually inspired to grow and evolve in my role.

In the ongoing fight against cancer, there is still much work to do. Every day, I am reminded of the resilience of the human spirit and the transformative power of compassion. Through collaboration, innovation, and unwavering dedication, we can create a future where every patient has access to the care they deserve – a future filled with hope, healing, and possibility. For me, that journey began with a grandmother's love and a commitment to making a difference; one patient at a time.

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