

Neuroscience Field Director

Job ID
REQ-10018461
Sep 17, 2024
Canada

Summary

Neuroscience Field Director - Neuroscience

Location: Montreal, QC

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

About the role:

We are seeking a highly motivated and results-driven individual to join our team as a Field Execution Leader for Neuroscience (NS) specifically for our product, Kesimpta. In this role, you will be responsible for maximizing the performance and competitiveness of Kesimpta within an assigned region.

The role reports directly into the VP Neuroscience and GTx and will work closely with the Neuroscience cross-functional team.

Permanent position

About the Role

Key Responsibilities:

- Responsible for the achievement of assigned sales objectives and other metrics identified (example: growth, market share, customer engagement metrics)
- Identify, design and lead team to implement tactics at the territory level that align with strategy, are geographically prioritized and aligned with lifecycle and brand archotyping. Embrace, foster and inspire this mindset across the team
- Dynamic Hyper targeted approach by province (sales effectiveness, prioritization) to maximize patient reach. Identify and establish top accounts and targeting list to maximize performance aligned with brand objectives
- Data Driven Approach; Implement and refine strategic plans to deliver with baseline + as a mindset. Drive the implementation and measurement of impact for each strategic account / top targets and reallocate accordingly. Provide input into goal setting process and rigorous tracking of sales performance and sales KPIs and input into incentive plan to ensure it drives the right behaviors. Responsible for the achievement of assigned sales objectives and other metrics identified (example: growth, market share, customer engagement metrics). Consistently monitor field Key Performance Indicators (KPIs) and ensure targets are achieved.

- Effectively and responsibly manage operational budgets and relevant field spend and dynamic reallocation.
- Partner with Strategic Director to map patient journey within the HCS supporting and coaching Strategic Partners to ensure appropriate resourcing of their tactics to partner with Key MS accounts.
- Provide leadership, high level coaching on all Novartis systems, and clear direction to assigned sales team to ensure all job requirements are met in this area. Provide high level of coaching and ensure sales team is adequately trained on Novartis policies & procedures in terms of product and disease knowledge as well as selling skills
- Considering the duality of the role, directly accountable for ensuring ethical execution of programs, adherence to regulations/industry standards and preventing the materialization of any related risks, including but not limited to undue influence, P&O risks etc

Essential Requirements:

- University degree in health sciences or business administration (MBA preferred).
- Minimum of 10+ years' experience in the pharmaceutical industry, with at least 3 years as a sales representative and 3 years in sales management, along with additional experience in marketing, value, and access, or medical.
- Strong track record of achieving sales targets and driving team performance with the ability to make sound decisions.
- Excellent leadership, coaching, and motivational skills.
- Outstanding relationship-building and communication skills.

Desirable Requirements:

- Preferred experience in Neuroscience/Multiple Sclerosis
- Bilingualism, particularly English and French, is required for Montreal-based Director (an asset for Ontario-based AD).

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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Division

International

Business Unit

Innovative Medicines

Location

Canada

Site

Field Non-Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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.

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