

# Cardiovascular Institutional Sales Specialist– Boston – Remote

Job ID  
REQ-10020912  
Sep 17, 2024  
USA

## Summary

This is a field-based and remote opportunity supporting key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

The Cardiovascular Institutional Sales Specialist (ISS) will be responsible for ensuring proper access pull-through in key hospitals with the cardiovascular brand portfolio. Duties will include generating demand by creating, coordinating, and executing a strategic business plan for top priority hospitals within designated cardiovascular academic and government institutions. The Institutional Sales Specialist will work together with cardiovascular sales, marketing, US market access, patient services, and other home office staff, as necessary, to implement programs centered on the institution that align with business unit strategic goals and legal and compliance policies.

#LI-Remote

## About the Role

### Key Responsibilities:

- Accountable for building institutional advocacy around formulary adoption of cardiovascular brands to help drive appropriate utilization of approved products.
- Increase demand by creating, organizing, and executing a strategic business plan specifically for the key strategic hospitals within the designated cardiovascular academic and government institutions.
- Collaborates with local partners to develop and sustain strategically focused business plans tailored to specific institutions, reflecting a comprehensive understanding of local market dynamics that impact product sales.
- Exhibits a thorough understanding of the disease area, market dynamics, competitors, industry trends, and cross-functional strategies to proactively address and successfully navigate business opportunities and challenges.
- Executes sales activities by delivering presentations on products and disease states, sharing approved clinical data with physicians and their teams. Establishes key business relationships within the hospital, engaging with essential clinicians, administrative staff, and influential decision-makers to network across the organization and collaborate on initiatives where opportunities emerge.
- Facilitate cross-functional Area Team Meetings (ATMs) for designated hospital accounts, developing, executing, and revising business strategies to meet product access and sales targets.

- Regularly evaluate key customer needs to provide tailored insights and hospital activities to both field and headquarters teams and collaborate on implementing new strategies to seize business opportunities.
- Assist Area Business Leaders in pinpointing significant business opportunities and diagnosing essential business and implementation challenges within designated hospitals and their adjacent markets / landscape.

#### **Essential Requirements:**

- Bachelor's degree (preferably in Life Sciences, Pharmacy, or business-related field).
- 5+ years of specialty cardiovascular sales experience of which 2+ years in hospital sales within the past 5 years. *Internal Novartis Sales Associates are eligible if the current cardiovascular Novartis sales associate has successfully completed Novartis ISS Training Program and has 5+ years of experience in specialty cardiovascular sales.*
- Must have a high degree of understanding of the cardiovascular community and embody strong record of accomplishment of therapeutic area/product knowledge expertise.
- Robust business background, with strong ability to collaborate and work cross-functionally within sophisticated matrix environments.
- 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 50 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. Must have a valid driver's license.

#### **Desirable Requirements:**

- MBA preferred.

**Leveling Guidelines:** the position will be filled at level commensurate with experience.

#### **Institutional Sales Specialist:**

- 5+ years of specialty cardiovascular sales experience of which 2+ years in hospital sales within the past 5 years. *Internal Novartis Sales Associates are eligible if the current cardiovascular Novartis sales associate has successfully completed Novartis ISS Training Program and has 5+ years of experience in specialty cardiovascular sales.*

#### **Senior Institutional Sales Specialist:**

- 5+ years of experience in specialty cardiovascular sales of which 8+ years in hospital sales within the past 5 years.

**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](mailto:Eh.occupationalhealth@novartis.com).

**Novartis Compensation and Benefit Summary:** The pay range for this position at commencement of employment is expected to be between: Institutional Sales Specialist: \$136,800 and \$205,200/year | Senior Institutional Sales Specialist: \$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.

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

**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>

**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>

### **EEO Statement:**

The Novartis Group of Companies are Equal Opportunity Employers who are focused on building and advancing a culture of inclusion that values and celebrates individual differences, uniqueness, backgrounds and perspectives. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to fostering a diverse and inclusive workplace that reflects the world around us and connects us to the patients, customers and communities we serve.

### **Accessibility & Reasonable Accommodations**

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable

accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to [us.reasonableaccommodations@novartis.com](mailto:us.reasonableaccommodations@novartis.com) or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

Site

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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4. <https://www.novartis.com/careers/benefits-rewards>
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