

# Oncology Disease Area Lead - Malignant Hematology - Detroit, MI- Remote

Job ID  
REQ-10012940  
Juni 25, 2024  
USA

## Summary

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

Ready to make a real difference to the lives of cancer patients and their families? With many new molecular entities in our clinical pipeline, we have an incredible opportunity to transform cancer care. And you can be part of it. Bring your experience, passion and customer focus to our sales team and help introduce breakthrough cancer medicines to patients in need.

The Disease Area Lead will effectively execute the following priorities with Oncology disease area specific focus inside of large, complex accounts that include a diverse base of key customers: Engage Medical Experts and all relevant HCPs within the account to appropriately broaden product utilization, expand market share and properly position the product to drive product demand – all in a manner compliant with Novartis policies and procedures. Develop, coordinate, and execute account focused commercial business plan to achieve brand objectives and pull-through of brand priorities for assigned disease state. In addition to face-to-face engagements, proficiently utilize technology (including virtual HCP engagements and digital resources) to orchestrate an impactful experience for key stakeholders within the account.

This is a remote opportunity. The territory will support key accounts such as the University of Michigan Rogel Cancer Center, Henry Ford Health System, and Karmanos Cancer Institute.

## About the Role

### Your Key Responsibilities

- Drive demand and impact decision-making of Medical Experts (ME) and all essential HCPs: Priorities for ME/HCP engagements include challenging existing approach to treatment (if warranted); compliantly impacting how the ME/HCP views our product; position our product versus competitors – to appropriately drive product demand. Understand and map Medical Expert sphere of influence on a broader scale. When needed, seamlessly triage HCP needs to other Novartis partners. All engagement and coordination to be conducted in a manner compliant with Novartis policies and procedures.
- Develop, coordinate, and execute account-focused strategic commercial business plan: Objectives of the plan include: achievement of account-specific objectives that align to Novartis' commercial strategy for assigned disease state; adopting an enterprise perspective to ensure strategies are tailored to customer needs that benefit patient care for assigned disease state; provide feedback to marketing team regarding competitive

landscape and when adjustment of competitive strategy may be warranted; understands and adjusts plan to the interconnectivity within complex health systems; adapting communication channels to align with customer preferences.

- Collaborate with all Novartis cross-functional partners and with key personnel from the account: Commercial ownership of cross-functional partnering with other Novartis stakeholders to ensure a 'One Novartis' experience; extensive knowledge of Novartis personnel and resources in order to provide effective responses to customer needs related to patient care and ensures cohesive customer experience is achieved.
- Engage all relevant stakeholders within the complex account: Mapping and understanding needs for all relevant customers with assigned disease state; grow relationships and deliver solutions for complex group of customers within accounts; deep knowledge of account payor mix and ability to problem solve typical product access opportunities including buy and bill, billing and coding, and policy updates. Recognition of when to address issues directly and when triage to Novartis partner is needed will be essential.
- Ability to flex across channels, proficiently using digital tools and platforms needed for virtual engagement to address customer needs: This includes virtual engagements with HCPs; harnessing Novartis digital resources that support the patient and customer experience where relevant; providing guidance to customers and making them more comfortable with the use of our digital platforms. General knowledge of current and future digital marketing and sales platforms to engage customers (i.e., dynamic targeting, insights gathering). Comfort in using sales data reporting tools to understand trends and coupling with customer insights to identify territory & customer growth opportunities in a fast-changing environment.

#### Essential Requirements:

- Bachelor's Degree Minimum (preferably in Life Sciences, Healthcare, or Business Related)
- 5 years sales experience in healthcare required
- At least 1 year of Hematology / Oncology experience required, with 3+ years strongly preferred
- Current experience in the same local market is preferred
- Proven track record of 3+ years in specialty sales role managing complex accounts including large academic centers required, with account management experience preferred
- Addressing issues such as: launch excellence in multi-stakeholder markets / institutions, building & communicating account business plans, high level communications across multiple local and national stakeholders, understanding complex dynamics & stakeholders within institutions including influencers beyond prescribers, access and reimbursement challenges and outlining referral patterns
- Proficiency in payer dynamics, distribution, and reimbursement channels
- Strong analytical and decision-making capabilities, with the ability to analyze data for insights and adjust strategy
- Proven ability to navigate complex customers and build relationships across all key stakeholders, including executive management
- Ability to travel over a broad geography is required (including air travel). This position requires the ability to drive within an assigned territory by automobile (and in some territories to travel by airplane). This is a remote opportunity. Must live within 50 miles of territory, no relocation provided.
- Candidate must be properly licensed and able to safely operate and drive an automobile in order to perform field calls on customers; must have a driving record deemed safe by the Company.

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 teams' representative of the patients and communities we serve.

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 \$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>

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U014 (FCRS = US014) Novartis Pharmaceuticals Corporation  
Alternative Location 1  
Ann Arbor (Michigan), USA  
Alternative Location 2  
Detroit (Michigan), USA  
Functional Area  
Der Umsatz  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

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

## EEO Statement :

Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society. Learn about our business, strategy and performance in 2023, and how we create sustainable value for stakeholders and society.

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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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