

Oncology Specialist - RLT- Portland- Remote

Job ID
REQ-10004428
Apr 29, 2024
USA

Summary

This is a field-based and remote opportunity.

Every day, cancer claims the lives of thousands of individuals worldwide. However, at Novartis, we are dedicated to transforming cancer care through the groundbreaking use of radioligand therapy. By harnessing the immense power of radioactive atoms and leveraging it against advanced cancers, radioligand therapy holds the potential to precisely deliver radiation to target cells throughout the body.

As a global company, Novartis offers a wealth of resources and opportunities for personal and professional growth. We provide avenues for both global and local cross-functional careers, a diverse array of thousands of learning programs, and an in-house marketplace that facilitates rotations and project work. Our commitment lies in improving patient health by spearheading innovation in the field of nuclear oncology. By 2030, our ambitious goal is to positively impact the lives of one million patients through the application of radioligand therapy.

To achieve this goal, we are actively seeking individuals who share our unwavering commitment and dedication. If you are passionate about making a difference in the lives of patients and contributing to the advancement of cancer care, we invite you to join us on this transformative journey. Together, we can shape the future of cancer treatment and bring hope to countless individuals around the world.

Job Purpose:

In the role of Oncology Specialist - RLT, your primary responsibility will be to generate demand and drive the growth of the Radioligand Therapy (RLT) platform.

To achieve this, you will work within a complex and multi-stakeholder healthcare professional environment, engaging with and coordinating efforts among key stakeholders such as Medical Oncologists, Nuclear Medicine specialists, and Radiation Oncologists. Your role will involve driving clinical conviction and fostering strong relationships with these stakeholders, ensuring they are aware of the benefits and potential of the RLT platform.

Collaboration with cross-functional colleagues will be essential. You will work closely with them to identify and execute business opportunities that align with the overall franchise strategy. By leveraging their expertise and resources, you can maximize the impact of the RLT platform and drive its success.

Your role will involve engagement, coordination, and planning to navigate the complexities of the healthcare landscape effectively. By developing strong relationships and coordinating efforts, you can influence the adoption and utilization of RLT, ultimately improving patient outcomes and transforming cancer care within your assigned geography.

As the Oncology Specialist - RLT, your contributions will play a vital role in driving the growth and success of the RLT platform. By working towards increasing demand by implementing strategic plans, you will help Novartis achieve its goals in revolutionizing cancer care through radioligand therapy.

This field-based role covers the following geography: Portland, Oregon, Seattle, Washington and the surrounding area. For large geographies, the associate must be near a metropolitan airport or live in an adjacent state.

This is a remote opportunity.

Your Key Responsibilities:

- Responsible for business ownership of prescribing and referring physicians: primary owner of demand driving relationships and creation and execution of business plans for territories to include delivery of disease education on diagnostic and therapeutic, product value propositions, treatment protocols and implementing customer programs as appropriate.
- Establish Novartis RLT as the partner of choice in community hospital, academic hospitals, and community oncology accounts.
- Implement Brand Strategy and Marketing tactics according to the territory needs and segments.
- Support product access, implement competitive response/pull-through strategies, maintain, and grow key relationships with account stakeholder in line with defined target priorities in a manner consistent and compliant with company policies and requirements.
- Develop and employ customized tools and strategies to gain appropriate access to engage with HCP targets within territory accounts to deliver clinical value proposition.
- Stay abreast of competitive landscape for use in business/ territory planning.
- Work within Ethics and Compliance policies.
- 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.

Company will not sponsor visas for this position.

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.

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.

About the Role

Essential Requirements:

- Bachelor’s degree required; Advanced degree preferred.
- Minimum of 3 years of successful experience owning demand driving relationships in the life sciences/healthcare industry is required.
- Experience in Oncology, Nuclear Medicine, RLT, or Medical Device/Complex Therapeutics is required.
- Buy and Bill therapeutic experience is required.
- Proven ability to work successfully in a cross-functional and collaborative environment, while handling multiple tasks simultaneously.
- Ability to obtain and maintain credentialing to work with and visit all assigned accounts and healthcare systems.
- Up to 30% overnight travel may be required. Some territories may require airline travel and overnight stays.
- Ability to operate a company vehicle.

Desired Qualifications:

- Prostate sales experience is strongly preferred.
- Product launch experience is strongly preferred.
- Experience in driving demand, influencing, and educating a complex multi-stakeholder system (prescribers and non-prescribers) is strongly preferred.
- Proven clinical acumen, technical science, and selling skills are strongly preferred.
- Ability to develop and execute account and territory business plans in a complex market is preferred.
- Demonstrated success in working effectively with internal teams and stakeholders is strongly preferred.

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>

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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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.

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Division

US

Business Unit

Innovative Medicines

Location

USA

Site

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Portland (Oregon), USA

Alternative Location 2

Vancouver (Washington), USA

Functional Area

Sales

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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EEO Statement :

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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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