

# Disease Area Specialist

Job ID  
REQ-10013899  
Jul 15, 2024  
Israel

## Summary

Location: Israel, field based.

The purpose of the role is a leading driver of our customer interactions and sales performance across therapeutic areas and sales teams. This role is the face of our customer experience approach and is aimed to build relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner. In this role you will be covering different territories, promoting several products to ensure business continuity across our focus brands.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Drive Competitive Sales Growth, personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, using available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment.
- Leverage available data sources to build, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal partners on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.
- Deliver Value to Customers and Patients. Collaborate compliantly with cross-functional teams to craft and implement solutions that address unmet customer and patient needs.
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.

### Essential Requirements:

- Education: Academic Degree in Life sciences / nursing/ pharmacy/ physiotherapy.
- Min 2 years of experience as medical representative, Sales rep. or product specialist from the Pharma industry.
- Proficient Hebrew and English, both written and spoken.
- Good understanding of strategic marketing, product commercialization internal and external processes, sales.
- Great networking skills and Cross functional collaboration.

- Flexibility and high adaptivity to changes (e.g. territory/ product responsibilities) with a dynamic approach to step in different territories and teams in a short period of time.
- Fast learner, self-motivated and independent.

**Desirable Requirements:**

- Experience across different therapeutic areas.

**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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**Commitment to Diversity and Inclusion / EEO:**

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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Division

International

Business Unit

Innovative Medicines

Location

Israel

Site

Israel

Company / Legal Entity

IL04 (FCRS = IL004) Novartis Israel

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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