

# Cardiovascular Institutional Sales Specialist – Chattanooga, TN – Remote

Job ID  
REQ-10015776  
Jul 23, 2024  
USA

## Summary

This is a field-based and remote opportunity supporting key accounts.

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 driving appropriate access pull-through in targeted hospital with the cardiovascular brand portfolio. Responsibilities will include driving demand by developing, coordinating, and implementing a strategic business plan for identified top strategic hospitals within assigned cardiovascular academic and government institutions. The Institutional Sales Specialist will collaborate with cardiovascular Sales, Marketing, US Market Access, Patient Services, and other home office personnel, as appropriate, to implement institution-centric programs aligned with Business Unit strategic imperatives, 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.
- Drive demand by developing, coordinating, and implementing a strategic business plan for identified top strategic hospitals within assigned cardiovascular academic and government institutions.
- Works with local partners to build and maintain strategically targeted institutional-specific business plans that reflect an in-depth understanding of local market forces that influence product sales.
- Demonstrates expertise and knowledge of disease state, the marketplace, competitors, industry, and cross-functional activities/plans to anticipate and optimally complete business opportunities and challenges.

- Performs sales efforts by providing product and disease state presentations detailing approved clinical information to physicians and their staff, while building key business relationships within the Hospital, including key clinicians, administration personnel, and key influencers/decision-makers to network across organization and collaborate on initiatives where opportunities align.
- Lead cross-functional Area Team Meetings (ATMs) for the assigned hospital accounts, crafting, implementing, and updating business plans to achieve product access and sales goals.
- Conduct periodic needs assessments with key customers to tailor and communicate customer insights and hospital-related activities to field-based and headquarters-based partners and engage with them to implement new strategies and tactics to pursue business opportunities.
- Provide support to Area Business Leaders in identifying key business opportunities and diagnosing critical business and implementation issues within assigned hospitals and surrounding 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. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. 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 experience in specialty cardiovascular sales of which 2+ years in hospital sales within the past 5 years.

- Internal: Current cardiovascular Novartis sales associate that 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.

**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>

**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: 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.

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**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

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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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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