NOVARTIS

Sales Representative - Neuroscience - Ontario Northwest

Job ID
REQ-10089253
Nov 02, 2026
LOC_CA

About the Role

Key responsibilities:

- Develop business plans and implement related activities such as customer events and sales presentations required to achieve agreed targets
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timelines
- Provide support to key Neurology clinics in the Ontario Northwest corridor.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction
- Contribute positively to the commercial team through cooperative relationships and collaborative efforts to achieve team and company goals
- Timely and accurate reporting of technical complaints/adverse events/special case scenarios related to Novartis products within 24 hours of receipt

Essential Requirements:

- Minimum 5 years of sales experience
- Strong business and scientific acumen to address issues and opportunities
- Excellent interpersonal, organizational, communication and presentation skills with a history of working in a highly competitive environment
- Ability to work successfully in a matrix environment
- Knowledge of the healthcare system

Desirable Requirements:

- Experience in neurology
- Experience in multiple sclerosis is highly valued.

Role Requirements

Division
DIV_IM

Business Unit
Marketing
Location
LOC_CA
Site
Field Sales (Canada)
Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
Apply to Job

Job ID
REQ-10089253

Sales Representative - Neuroscience - Ontario Northwest

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10089253-sales-representative-neuroscience-ontario-northwest*

List of links present in page

1. https://jobapi.novartis.com/req-10089253-sales-representative-neuroscience-ontario-northwest
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Sales-Representative---Ontario-Northwest_REQ-10089253-1
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Sales-Canada/Sales-Representative---Ontario-Northwest_REQ-10089253-1