

Sales Representative - Oncology (Breast Cancer), Quebec City

Job ID

REQ-10087076

Oct 01, 2026

LOC_CA

About the Role

Key Responsibilities:

- Identify and prioritize high-potential healthcare professionals and stakeholders who influence attitudes and beliefs within key accounts, using data insights to support competitive sales growth.
- Lead value-based, in-person and virtual conversations to understand customer challenges, decision drivers, pain points and opportunities.
- Personalize and orchestrate engagement journeys for target healthcare professionals by reflecting customer preferences and using relevant content across multiple channels.
- Deliver memorable, customer-centric experiences that go beyond clinical differentiation by listening to customer needs and understanding the healthcare environment.
- Build effective relationships with opinion leaders and leading medical influencers across the territory, challenging current behaviors to improve the patient journey and support the right patient at the right time.
- Use available data sources to create, dynamically prioritize and adjust territory, account and customer interaction plans.
- Collaborate compliantly with cross-functional partners to design and implement solutions that address unmet customer and patient needs.
- Act with integrity, honesty and transparency in all interactions, speak up when concerns arise, and consistently uphold the Novartis Code of Ethics, Values and Behaviors.

Essential Requirements

- Bachelor's degree in Science, Business Administration, Health Sciences or a related field; a minimum of five years of successful specialty sales experience; Strong record of achievement with a results-oriented, customer-focused approach and excellence in execution.
- Superior business acumen, strategic thinking and planning capabilities.
- Aptitude for and comfort with technology, including the use of data and digital engagement channels.
- Energetic, curious, self-motivated and entrepreneurial mindset, combined with a high level of professionalism.
- Ability to collaborate effectively across diverse groups and a strong commitment to teamwork.
- Ability to build trusted relationships and deliver value through customer-centric interactions.
- Willingness to travel throughout the territory, including overnight stays when required.
- Advanced spoken and written French and intermediate spoken and written English.

Desirable Requirements

- Previous experience in breast cancer or oncology.
- Previous experience working in the Quebec territory.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Role Requirements

Division
DIV_IM
Business Unit
Sales
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
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