

Consultant(e) en ventes sp é cialis é es - Oncologie (cancer du sein), ville de Qu é bec

Job ID
REQ-10087076

9月 15, 2026

Canada

Disponible en: Fran ç ais [English](#) | [Fran ç ais](#)

摘要

#LI-Remote
Locations: Quebec

Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

The Sales Representative is a leading driver of customer interactions and sales performance. As the face of our customer experience approach, this role builds deep relationships that deliver value for customers and patients while driving sales growth in a compliant and ethical manner. We are looking for an experienced and passionate professional to help advance our mission to reimagine medicine and improve and extend people's lives. The role reports directly to the Senior Area Manager, works closely with the Oncology cross-functional team, and is a permanent position.

About the Role

Principales responsabilit  s

- Identifier et prioriser,    partir de l'analyse des donn  es, les professionnels de la sant   et les parties prenantes    fort potentiel qui influencent les attitudes et les croyances au sein des comptes cl  s afin de soutenir la croissance concurrentielle des ventes.
- Mener des conversations ax  es sur la valeur, en personne et virtuellement, afin de comprendre les d  fis critiques des clients, leurs facteurs de d  cision, leurs irritants et les occasions    saisir.
- Personnaliser et orchestrer les parcours d'engagement des professionnels de la sant   cibl  s en tenant compte de leurs pr  f  rences et en utilisant du contenu pertinent sur plusieurs canaux.
- Offrir des exp  riences m  morables et centr  es sur le client, au-del   de la diff  renciation clinique, en   tant    l'  coute de ses besoins et en comprenant son environnement de soins de sant  .
-   tablir des relations de travail efficaces avec les leaders d'opinion et les principaux influenceurs m  dicaux du territoire, et remettre en question les pratiques actuelles afin d'am  liorer le parcours du patient, pour le bon patient au bon moment.
- Exploiter les sources de donn  es disponibles pour cr  er, prioriser de fa  on dynamique et ajuster les plans de territoire, de comptes et d'interactions avec les clients.
- Collaborer de fa  on conforme avec les   quipes interfonctionnelles pour concevoir et mettre en   uvre des solutions r  pondant aux besoins non combl  s des clients et des patients.
- Agir avec int  grit  , honn  t   et transparence dans toutes les interactions, signaler toute pr  occupation et respecter en tout temps le Code d'  thique ainsi que les valeurs et comportements de Novartis.

Exigences essentielles

- Baccalaur  at en sciences, en administration des affaires, en sciences de la sant   ou dans un domaine connexe; au moins cinq ans d'exp  rience r  ussie en ventes sp  cialis  es; fran  ais parl   et   crit de niveau avanc   et anglais parl   et   crit de niveau interm  diaire.
- Solide feuille de route, orientation vers les r  sultats et la client  le, et excellence dans l'ex  cution.
- Excellent sens des affaires et solides capacit  s de r  flexion strat  gique et de planification.
- Aptitude et aisance    utiliser la technologie, notamment les donn  es et les canaux d'engagement num  riques.
- Personnalit     nergique, curieuse, autonome et entrepreneuriale, accompagn  e d'un grand professionnalisme.
- Capacit      collaborer efficacement avec diff  rents groupes et engagement marqu   envers le travail d'  quipe.
- Capacit     tablir des relations de confiance et    cr  er de la valeur gr  ce    des interactions centr  es sur le client.
- Disponibilit   pour se d  placer dans l'ensemble du territoire, y compris pour des nuit  es lorsque n  cessaire.

Exigences souhaitables

- Exp é rience ant é rieuse dans le cancer du sein ou en oncologie.
- Exp é rience ant é rieuse sur le territoire du Qu é bec.

Engagement en faveur de la diversit é et de l ' inclusion

Novartis s'engage à cr é er un environnement de travail exceptionnel et inclusif ainsi que des é quipes diversifi é es repr é sentant les patients et les communaut é s que nous servons.

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>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Sales

地点

Canada

站点

Field Sales (Canada)

Company / Legal Entity

CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area

Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6aaeedf0c5116896479494", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_data_layer.js that a new player is ready so
```

```
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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3. <https://www.novartis.com/about/strategy/people-and-culture>
4. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
5. https://novartis.wd3.myworkdayjobs.com/fr-FR/Novartis_Careers/job/Field-Sales-Canada/Sales-Representative---Oncology--Breast-Cancer---Quebec-CityREQ-10087076-1
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