BioSpectrum
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ASIA EDITION

Hospital Sales Representative at Novo Nordisk, Australia

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Developing, implementing territory business plans and prospecting new customers in order to drive sales results for our new and existing products



Apply Now !

Novo Nordisk Oceania is a high performing affiliate within a mature pharma market environment. You will have the opportunity to liaise with colleagues from the Sales, Marketing, Market Access and Clinical, Medical & Regulatory departments located at Head Office in Sydney, while developing, implementing territory business plans and prospecting new customers in order to drive sales results for our new and existing products.

The position is a 12-month contract, covering CBD, Inner West, North Shore, Northern Beaches, Central Coast, Newcastle with a country region of Coffs Harbour and Grafton, and reports to the State Sales Manager for the NSW/ACT region.

The position
The successful candidate will be promoting in the therapy area of obesity as a Hospital Sales Representative within a focused group of hospital specialities including Endocrinologists, Gastroenterologists, Physicians, & Bariatric Surgeons. Country territories will require a minimum of 6 trips per year as well as remote/virtual engagements.
As a Novo Nordisk representative, you will enjoy variety, autonomy, strong working relationships with customers, and the chance to promote in an area of medicine with huge unmet need.

We are looking for an individual with previous pharma sales experience in a similar role who can hit the ground running with an entrepreneurial flair. To be successful in this role, you will need to be highly organised and self-motivated, possess exceptional communication and interpersonal skills, a strong will to win, and have a proven track record of building and maintaining access to a network of healthcare professionals within hospital pharmaceutical sales. A track record in successful virtual HCP engagements is highly desirable.

Qualifications

A minimum of three years demonstrated Hospital Sales experience within the ethical pharmaceutical industry. Tertiary qualifications in Life Sciences, Nursing, Paramedical or a business field is preferred. Proficiency in Microsoft Office applications is required.

You must have a current driver's licence and be able to meet the work and travel requirements of the role including the flexibility for regular travel away from home and the occasional after-hours and weekend work. You must either be an Australian Citizen or have a current residency Visa to live and work in Australia.

Working at Novo Nordisk

At Novo Nordisk, we work together to prevent, treat and eventually cure diabetes. Nearly 366 million people worldwide are living with diabetes today, with two people diagnosed with the disease every ten seconds. Working here is not just a way to make a living, but a way to make a difference

Application Deadline

We will review applications as they are received so don't hesitate to apply!

Apply Now !