

Obesity Digital Sales Representative

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Company: Novo Nordisk

Location: Kefar Sava

Category: other-general

Are you ready to make a significant impact in the healthcare industry? We're on the lookout for a dynamic and results-driven individual to join our team as an Obesity Customer Engagement Representative. In this role, you'll play a pivotal part in expanding the reach and frequency of targeted and untargeted Healthcare Professionals across various specializations.

Apply now for a life-changing career!

The Position

In this role, you will be responsible for significantly enhancing the reach and engagement of targeted and untargeted Healthcare Professionals across a diverse spectrum of specializations. Your primary objective will be to implement strategies that effectively increase the visibility and accessibility of our products and services among this vital demographic.

Through a hybrid approach, of which 80% will be digital and 20% field work, you will play a crucial role in promoting and selling Novo Nordisk products and services. The dynamic nature of this role involves utilizing both face-to-face interactions and digital platforms to ensure a comprehensive and versatile engagement strategy.

In addition, you will:

- Work according to customer journeys and digital target management

Run events, including conferences, roundtables and regional events

Perform online webinars and supporting the team

Execute according to marketing strategy

Identify opportunities and threats and monitor competitor information

Qualifications

To be eligible for the role, you hold a bachelor's degree, preferably in Nutrition, you are fluent in Hebrew and English, and you have a strong affinity towards digital tools and environments.

We would also like you to have:

At least 3 years of previous experience as a Sales Representative in the pharmaceutical industry with prescriptive medicine

Experience within a multi-national company environment

Analytical skills

About the Department

Our Obesity Department is responsible for setting local portfolio strategy and for driving key marketing activities amongst Health Care Professionals. You will be a part of energetic and driven professionals and act to improve the daily lives of patients dealing with Obesity. This position represents Novo Nordisk with the goal of maximizing sales and positioning Novo Nordisk as the leading company in Obesity care.

Working at Novo Nordisk

We are a proud life-science company, and life is our reason to exist. We're inspired by life in all its forms and shapes, ups and downs, opportunities, and challenges. For employees at Novo Nordisk, life means many things – from the building blocks of life that form the basis of ground-breaking scientific research, to our rich personal lives that motivate and energise us to perform our best at work. Ultimately, life is why we're all here - to ensure that people can lead a life independent of chronic disease.

Contact

If you believe you are qualified, and are willing to take the challenge, please send us your CV in English language directly via our online application tool.

We thank all applicants for their interest, however, only those candidates selected for interviews will be contacted.

We commit to an inclusive recruitment process and equality of opportunity for all our job applicants.

At Novo Nordisk we recognize that it is no longer good enough to aspire to be the best company in the world. We need to aspire to be the best company for the world and we know that this is only possible with talented employees with diverse perspectives, backgrounds and cultures. We are therefore committed to creating an inclusive culture that celebrates the diversity of our employees, the patients we serve and communities we operate in. Together, we're life changing.

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