

Sales Representative Rare Disease - South and Shfela district

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Company: Novo Nordisk

Location: Kefar Sava

Category: other-general

Are you passionate about driving sales and developing business relationships? Are you a dynamic & results-oriented individual who loves to drive sales results with a passion for success? If yes, you may be the newest member of our Rare Disease Sales team!

The Position

Novo Nordisk Israel is looking for a Sales Representative for the South district and Shfela.

The position is reporting to the Rare Disease Field Sales Manager.

In this role you will promote Novo Nordisk products and develop business relationships with Endocrinologists, Gynecologists and HCPs. You will work in accordance with business ethics, the local law, Novo Nordisk policies and quality standards.

You will also have the following responsibilities:

Establish impactful relationships with targeted and untargeted HCPs with multi-channel orientation, and bring value through innovation and customer-oriented approach.

Collaborate with the team on developing and implementing territory business plans to drive and achieve agreed upon sales targets and outcomes within schedule.

Analyse the territory/market's potential, track sales and status reports.

Drive promotional and educational staff meetings and participate in conferences held locally and nationally .

Develop and implement sales strategies to reach potential customers and manage

existing customer relationships.

Qualifications

To be successful in this role, you should bring the following qualifications:

Bachelor's degree in Life Science, or equivalent.

3-5 years of previous experience as a Sales Representative in the Pharmaceutical Industry.

Strong communication and interpersonal skills to effectively build relationships with customers.

Digital proficiency and experience with CRM systems.

Excellent presentation skills.

Ability to work flexible hours in the field.

Fluent in Hebrew and English.

Previous knowledge/experience in working with MD specialists – would be an advantage.

About the Department

The Rare Disease Sales team at Novo Nordisk is dedicated to making a difference in the lives of patients with chronic diseases. We work closely with healthcare professionals, pharmacies, hospitals, and other public institutions to promote and sell our life-changing products. Our team is passionate about providing the best possible care and support through commitment to driving change for patients. Join us in our mission to defeat serious chronic diseases and make a positive impact on patient lives.

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

For further information please apply your CV via the online recruitment system.

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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