

Dermatology Territory Account Associate – Bethesda – Remote

Job ID
REQ-10045892
Mar 27, 2025
USA

Summary

This is a field-based and remote opportunity supporting key accounts in an assigned geography. Novartis is unable to offer relocation support for this role. Please only apply if this location is accessible for you.

The Territory Account Associate is an entry-level sales role responsible for executing the commercial strategy and building customer relationships for key-targeted accounts within a designated territory. This position involves comprehensive training in sales, product knowledge, and market dynamics, along with participation in a mentorship program to apply training effectively in the assigned sales role. The Territory Account Associate will drive utilization and gain a thorough understanding of opportunities and challenges within local payer and hospital environments, including formulary processes, discharge protocols, treatment algorithms, and disease management.

#LI-Remote

About the Role

Key Responsibilities:

- Address and overcome obstacles within the account to ensure customer needs are met with appropriate solutions.
- Develop a strategic territory business plan by identifying shared priorities and leveraging knowledge and tactics to drive product demand, meeting the needs of key partners and their patients for superior results.
- Collaborate proactively with territory colleagues, field-based teams, and home-office personnel to address customer needs and provide access support.
- Utilize expertise and knowledge of the marketplace, competitors, industry, and cross-functional activities to anticipate and manage business opportunities and challenges effectively.
- Analyze territory market data and trends to gain insights into the local business environment, drive pull-through, and lead virtual and/or live engagements with customers.
- Lead planning meetings with key partners to solve complex customer problems and work collaboratively across functions to ensure customer needs are met with urgency.
- Provide real-time access support and collaborate effectively with Patient Specialty Services (PSS) associates to meet customer needs.
- Leverage systems and omni-channel/multi-channel options to apply the full suite of Novartis capabilities, personalizing and engaging with customers in both face-to-face and virtual environments.

Essential Requirements:

- Bachelor's degree required from 4-year college or university.
- Applicants with limited to no prior sales experience who demonstrate the qualities described below are encouraged to apply.
- Applicants who have served in the US Military with 4+ years of military service in a leadership capacity (Platoon Leader, Executive Officer, Company Commander, etc.) are also encouraged to apply.
- Demonstrates strong ability to collaborate, work cross-functionally within a matrix environment, and communicate clinical product information effectively.
- Exhibits self-starting capabilities with analytical skills to seek out, prioritize, and apply relevant information to solve problems and meet the needs of key customers, while upholding ethical leadership and fostering an environment that promotes ethical behavior and compliance with company policies and laws.
- Candidate must reside within territory, or within a reasonable daily commuting distance of 50 miles from territory border. Ability to travel 60-80% over a broad geography is required, with the ability to drive and/or fly within the territory. Must have a valid driver's license.

Desirable Requirements:

- Experience in the 2-year Novartis Sales Internship Program.
- Demonstrated proven leadership experience in student sports, fraternities, clubs, activities, and other extracurricular activities.

Driving is an Essential Function of this Role: Meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical restrictions if an accommodation can be provided without eliminating the essential function of driving.

COVID-19 Vaccine Policy (customer-facing roles only): While Novartis does not require vaccination for COVID-19 or proof of a recent negative test result for COVID-19 at this time, employees working in customer-facing roles must adhere to and comply with customers' (such as hospitals, physician offices, etc.) credentialing guidelines, which may require vaccination. As required by applicable law, Novartis will consider requests for reasonable accommodation for those unable to be vaccinated. This requirement is subject to applicable state and local laws and may not be applicable to employees working in certain jurisdictions. Please send accommodation requests to Eh.occupationalhealth@novartis.com.

Novartis Compensation and Benefit Summary: The pay range for this position at commencement of employment is expected to be between \$77,000 and \$143,000/year; ***however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills, and abilities.*** The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an "at-will position" and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

For Field Roles with a Dedicated Training Period: The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Company will not sponsor visas for this position.

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

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Division

US

Business Unit

Innovative Medicines

Location

USA

State

Field, US

Site

Field Sales (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Alternative Location 1

Bethesda (Maryland), Maryland, USA

Alternative Location 2
Frederick (Maryland), Maryland, USA
Alternative Location 3
Hagerstown (Maryland), Maryland, USA
Alternative Location 4
Washington, DC, District of Columbia, USA
Functional Area
Sales
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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