

# Medical Representative / Disease Area Specialist

Job ID  
REQ-10078722  
май 26, 2026  
Израиль

## Сводка

#LI-Hybrid

Location: Center to the South of Israel - field based.

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

The purpose of the role is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

The position reports to the NS & Immunology FLM (First Line Manager).

## About the Role

### Key Responsibilities:

- Drive Competitive Sales Growth, personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, using available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment.
- Leverage available data sources to build, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal partners on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.
- Deliver Value to Customers and Patients. Collaborate compliantly with cross-functional teams to craft and implement solutions that address unmet customer and patient needs.
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.

### Essential Requirements:

- Education: Life sciences degree.
- 2–3 years of experience as a medical representative or product specialist in Pharma, Medical Equipment/Devices, Animal Health, or alternatively experience as a Nurse or Research Coordinator working with hospitals and research centers
- Proficient Hebrew and English, both written and spoken.
- Good understanding of strategic marketing, product commercialization internal and external processes, sales.
- Data oriented.
- Digital savvy.

### Desirable Requirements:

- Neurology therapeutic area knowledge.

### About Novartis Israel:

Novartis is a leading pharmaceutical company renowned for its innovation. In Israel, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Israel. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

### Commitment To Diversity & Inclusion:

*We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.*

**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 \(PDF 30 MB\)](#)

Дивизион  
International  
Business Unit  
Marketing  
Место  
Израиль  
Сайт

Israel  
Company / Legal Entity  
IL04 (FCRS = IL004) Novartis Israel  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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