

# Sales Representative

Job ID  
REQ-10075741  
апр 14, 2026  
Панама

## Сводка

We are seeking a Sales Representative based in Panama with a strong healthcare and pharmaceutical background, combining commercial excellence, scientific depth, and an innovative mindset. This role is responsible for driving competitive sales growth through customer-centric engagement, value-based conversations, and deep understanding of the healthcare ecosystem.

## About the Role

#LI-Onsite

**Location:** Panama

## Your Key Responsibilities

- Conduct value-based, compliant interactions (in-person and virtual) to understand customer challenges, decision drivers, and opportunities.
- Personalize customer engagement journeys by reflecting customer preferences, leveraging approved content and omnichannel approaches.
- Build long-term partnerships with HCPs through sustained, collaborative, and ethical engagement.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by understanding the healthcare environment in which customers operate.
- Establish strong working relationships with opinion leaders and medical influencers at territory level, constructively challenging current practices to improve the patient journey (right patient, right time).
- Gather insights into customers' clinical and business priorities to understand what matters most to them.
- Act on customer feedback to create added value and exceed expectations.
- Leverage available data to dynamically prioritize and adjust territory, account, and interaction plans.
- Work compliantly with cross-functional teams (Medical, Marketing, Access) to design and implement solutions addressing unmet customer and patient needs.
- Act as a trusted partner to customers by listening to learn, deepening relationships ethically, and co-creating value-adding solutions.
- Demonstrate integrity and transparency, living by the **Novartis Code of Ethics, Values, and Behaviors**
- Speak up and act responsibly when something does not seem right.

## Essential Requirements

- **Minimum 3 years of experience** in the **pharmaceutical or healthcare industry**.
- Proven experience in **sales roles**; experience as **MSL or in hybrid scientific/commercial roles** is a strong advantage.
- Established or developing network within the target customer group is desirable.

## Nice to Have

- Experience with **specialty and science-driven portfolios** (Respiratory, Transplant, Neuroscience, Hematology) is a plus.

## Why Novartis

At Novartis, you'll find a purpose-driven culture, collaborative teams, and opportunities to grow while shaping the future of medicine. We are committed to building diverse, inclusive teams and creating an environment where everyone can thrive and contribute meaningfully.

**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

Other

Место

Панама

Сайт

Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area

Продажи

Job Type

Full time

Employment Type  
Regular (Sales)  
Shift Work  
No

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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