

## Sales Representative - Commercial Portfolio

Job ID  
REQ-10078740  
Июн. 08, 2026  
Испания

### Сводка

The Sales Representative is responsible for executing in-field commercial strategy for assigned brands within a defined territory. The role focuses on high-quality customer engagement, effective execution of brand plans, demand generation, and delivery of sales objectives in line with Novartis values, compliance standards, and customer-centric principles.

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

Please note that there are two vacancies available for this role, each of them will cover a different territory:

- One will cover: Madrid, Castilla Leon, Asturias and Galicia.
- The other: Madrid, Castilla La Mancha and Canarias.

#LI-OnSite

### About the Role

#### Key responsibilities

- Execute in-field commercial strategy for assigned brands, ensuring alignment with Therapeutic Area priorities and business objectives.
- Deliver high-quality, compliant customer engagement through tailored messaging and evidence-based discussions with healthcare professionals.
- Apply customer segmentation and tiering to optimize targeting, coverage, and engagement effectiveness.
- Execute personalized omnichannel customer journeys using approved tools and platforms.
- Leverage digital and AI-enabled tools to enhance customer engagement and decision-making.
- Achieve agreed sales targets and objectives through disciplined execution and continuous performance tracking.
- Collect, analyze, and share field insights on customer needs, market trends, and competitive dynamics.
- Participate in and contribute to local events, meetings, and promotional activities in line with company standards.
- Collaborate cross-functionally with Marketing, Medical, Value & Access, and Execution Excellence to ensure aligned execution.
- Ensure full compliance with company policies, ethical standards, and regulatory requirements in all activities.

#### Essential Requirements

- University degree in life sciences, business, or related field; Spanish language is required; English is a plus.
- Experience of at least 5 years in pharmaceutical, healthcare, or sales roles.
- Strong customer engagement and relationship management skills.
- Demonstrated ability to execute omnichannel engagement and commercial plans.
- Strong analytical mindset with ability to interpret data and KPIs.
- Excellent communication and interpersonal skills.
- Ability to work independently while collaborating effectively in cross-functional teams.
- High integrity, compliance mindset, and ability to leverage digital tools in daily work.

#### Commitment to Diversity and Inclusion:

Novartis is 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  
General Management  
Место  
Испания  
Сайт  
Madrid Provincial  
Company / Legal Entity  
ES19 (FCRS = ES006) Mizar Farmacéutica, S.L.  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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