

Sales Representative - Commercial Portfolio

Job ID
REQ-10079211
Июн. 10, 2026
Малайзия

Сводка

Sales Representative - Commercial Portfolio
Location: Selangor
#LI-Hybrid

Join Novartis as a Sales Representative – Commercial Portfolio and play a key role in bringing impactful healthcare solutions closer to healthcare professionals and patients. In this field-based role, you will execute commercial strategies for assigned priority brands, build trusted customer relationships, and deliver strong territory performance through high-quality, compliant, and insight-driven engagement.

About the Role

Major accountabilities:

- Execute in-field commercial plans for assigned brands across the Central and East Coast territories.
- Engage healthcare professionals with approved product messages, clinical evidence, and appropriate product information in a compliant and customer-focused manner.
- Drive demand generation and achievement of agreed sales objectives through effective territory planning, customer segmentation, and value-based prioritisation.
- Use digital and CRM tools to support customer engagement, including data-driven call planning, next-best-action recommendations, and personalised omnichannel journeys.
- Collect and share market insights, customer needs, competitor activity, and territory opportunities to support business planning and execution.
- Collaborate closely with Marketing, Medical, Value & Access, Execution Excellence, and Sales leadership teams to deliver aligned business outcomes.
- Participate in local events, meetings, and promotional activities in line with Novartis policies, ethical standards, and local regulatory requirements.
- Continuously improve field execution quality by leveraging coaching feedback, performance insights, and field effectiveness reports.

Requirements:

- Minimum 2 years of pharmaceutical or healthcare sales experience.
- Proven experience in pharmaceutical or healthcare sales.
- Experience managing a portfolio of brands and working across defined territories.
- Strong track record in customer engagement, territory management, and sales execution.

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
Sales
Место
Малайзия
Сайт
Selangor
Company / Legal Entity
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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