

Sales Representative, Oncology - Penang

Job ID
REQ-10080400
Июн. 09, 2026
Малайзия

Сводка

Job Description Summary
Sales Representative - Oncology
Location : Penang

#LI-Onsite

Are you passionate about making a meaningful impact in healthcare through strong customer partnerships and high-quality field execution? We are looking for a Sales Representative to drive commercial success for priority brands within an assigned territory by delivering excellent customer engagement, executing brand strategies, and achieving sales objectives in a compliant and ethical way.

In this role, you will act as a trusted partner to healthcare professionals, using data, insights, and omnichannel tools to create personalized customer experiences and maximize territory performance.

About the Role

Major Accountabilities

- Execute in-field commercial strategies for assigned brands within your territory
- Deliver high-quality, compliant product promotion aligned with brand and therapeutic area strategies
- Build strong partnerships with healthcare professionals by sharing relevant clinical data and product knowledge
- Use customer segmentation, value-based tiering, and data-driven call planning to optimize field execution
- Leverage digital and omnichannel tools to personalize customer engagement and improve impact
- Capture and share field insights on customer needs, market trends, and competitor activity
- Collaborate cross-functionally with marketing, medical, value & access, and execution excellence teams
- Ensure all activities are conducted in line with company policies, ethical standards, and local regulatory requirements

Requirements:

- University degree in Life Sciences, Pharmacy or Science related
- Minimum 3 years of experience in the pharmaceutical or healthcare industry.
- Experience with Oncology or specialty care portfolio
- Strong sales and customer engagement capabilities
- Ability to communicate scientific and clinical information effectively to healthcare professionals
- Strong planning, prioritization, and territory management skills
- Commitment to compliance, integrity, and delivering high-quality 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
Penang
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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