

Sales Representative Neurology

Job ID
REQ-10081339
Июн. 16, 2026
Мексика

Сводка

This role is focused on driving competitive sales growth by building strong, insight-driven relationships with healthcare professionals and key stakeholders, delivering personalized and value-based engagement strategies. It combines data-driven prioritization, deep customer understanding, and cross-functional collaboration to create meaningful customer experiences and solutions that address unmet needs. The position requires acting as a trusted partner to customers, orchestrating tailored engagement journeys, and translating insights into actions that improve patient outcomes, while consistently operating with integrity and in full alignment with compliance and ethical standards.

About the Role

Major responsibilities -

- Identify and prioritize high-value customers using data and insights to drive targeted engagement
- Execute personalized, multi-channel customer engagement strategies aligned with HCP preferences
- Build and sustain strong relationships with HCPs, KOLs, and key influencers at territory level
- Deliver value-based conversations that uncover customer needs, challenges, and opportunities
- Generate and leverage customer insights to continuously refine territory and account plans
- Collaborate cross-functionally to design and implement solutions addressing patient and customer needs
- Ensure compliance with ethical standards, including safety reporting, sample distribution, and adherence to company values

Requirements -

- Proven experience in pharma/healthcare sales or related field, with strong understanding of the healthcare ecosystem
- Ability to analyze data and translate insights into actionable customer strategies
- Strong relationship-building and influencing skills, with experience engaging HCPs and stakeholders
- High level of integrity, customer-centric mindset, and collaboration, aligned with compliance and ethical standards

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

Мексика

Сайт

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Ventas)

Shift Work

No

Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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