

Sales Representative, Oncology

Job ID
REQ-10082405
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Сингапур
Available in: English

Сводка

Join Novartis as a Sales Representative and play a key role in shaping meaningful customer experiences that create value for healthcare professionals, customers, and patients. In this role, you will build trusted relationships, drive territory performance, and deliver customer-focused solutions in a compliant, ethical, and patient-centered way.

If you are passionate about building trusted customer partnerships, using insights to drive performance, and making a meaningful impact for patients, we'd love to hear from you.

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying, prioritizing, and engaging high-potential healthcare professionals and key stakeholders.
- Build strong, trusted customer relationships through value-based conversations across in-person and virtual channels.
- Personalize customer engagement plans using insights, data, available content, and customer preferences.
- Develop deep customer understanding and translate feedback into actions that create value and exceed expectations.
- Partner compliantly with cross-functional teams to address unmet customer and patient needs.
- Establish effective relationships with opinion leaders and medical influencers to support better patient outcomes.

Requirements:

- Degree in Science or a related field; a Pharmacy background is an advantage.
- Minimum 2 years of pharmaceutical sales experience, with hospital coverage experience.
- Oncology experience is preferred.
- Curious, customer-focused mindset with good knowledge of the relevant therapeutic area and portfolio.
- Strong relationship-building, communication, and stakeholder engagement skills.

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
Сингапур
Сайт
Mapletree Business City (MBC)
Company / Legal Entity
SG04 (FCRS = SG004) Novartis Singapore Pte Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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