

Senior Sales Representative, Immunology- Chiayi/Yunlin

Job ID
REQ-10087164
Сен. 29, 2026
Тайвань

Сводка

Sales Representative, Immunology
Location: Chiayi/Yunlin

#LI- Onsite

Are you passionate about transforming customer engagement and helping improve patient outcomes? We are looking for a driven Sales Representative to accelerate growth, build trusted partnerships with healthcare professionals, and deliver meaningful, customer-centric experiences across the assigned territory.

Join us and help reimagine customer engagement while contributing to better outcomes for patients. Apply now or share this opportunity with someone who could be a great fit.

About the Role

Major accountabilities:

- Drive sales performance and achieve territory targets through effective planning and execution.
- Use customer and market data to identify and prioritise high-potential healthcare professionals and stakeholders who influence treatment decisions.
- Lead value-based conversations, in person and virtually, to understand customer challenges, decision drivers, pain points, and opportunities.
- Personalise and orchestrate customer journeys across multiple channels based on customer needs and preferences.
- Build sustained, trusted partnerships with healthcare professionals, opinion leaders, and medical influencers.
- Deliver memorable, customer-centric experiences by understanding the healthcare environment and supporting the right patient at the right time.
- Gather, analyse, and share customer insights to strengthen territory plans, campaigns, content, and cross-functional decision-making.
- Collaborate compliantly with internal teams to develop solutions for unmet customer and patient needs.

Requirements :

- Minimum 2 years sales experience in pharmaceutical or healthcare industry with proven track record.
- Immunology or specialty field experience or new product launch experience will be plus.
- A commercial mindset with a strong focus on execution and results.
- Ability to execute omnichannel customer journeys effectively.
- Analytical skills to interpret data and KPIs.
- Strong communication and interpersonal skills.
- Ability to work independently while collaborating across teams.
- Proven ability to use digital and AI tools as part of daily work.

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
Тайвань
Сайт
Kao Hsiung
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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List of links present in page

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