

Sales Representative

Job ID

REQ-10087544

сен 18, 2026

Чили

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Сводка

#LI-Remote

Location: Santiago, Chile

The Sales Representative is responsible for delivering sustainable sales growth across the assigned territory by identifying business opportunities, executing territory and account plans, and building trusted, value-based relationships with healthcare professionals and key stakeholders. The role combines customer-centric engagement, scientific and commercial communication, disciplined use of CRM and data insights, and close cross-functional collaboration, while ensuring every activity is conducted in full alignment with company policies, industry regulations, and the highest standards of ethics, integrity, and compliance.

This role is based in Santiago, Chile. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role

Key responsibilities

- Achieve or exceed sales and market-share targets by effectively promoting the portfolio and executing territory and account plans that maximize business potential.
- Identify customer needs, market opportunities, competitive dynamics, and risks, translating insights into prioritized account strategies and a strong, healthy pipeline.
- Build and sustain trusted partnerships with physicians, healthcare professionals, and other key stakeholders through value-based, customer-centric engagement.
- Deliver accurate, high-quality scientific and commercial product information, clearly communicating key messages and differentiating the portfolio in line with Novartis standards.
- Influence clinical and business decisions ethically through data-driven interactions that support customer needs and a positive customer experience.
- Plan and manage territory coverage effectively across Santiago.
- Maintain accurate customer and activity records, use CRM tools consistently, and leverage data insights to identify opportunities, optimize execution, and support reliable forecasting.
- Collaborate closely with Marketing, Medical, Patient Support Programs, Access, Sales leadership, and other internal partners to deliver coordinated business objectives.
- Execute all commercial activities with excellence and in full compliance with company policies, industry regulations, ethical standards, and applicable requirements.

Essential Requirements

- Relevant academic degree and experience in specialty care within the pharmaceutical industry; strong scientific foundation and clear communication of complex data; proficiency in the language(s) required for the territory.
- Proven ability to build strong interpersonal relationships and trusted partnerships with healthcare professionals and key stakeholders.
- Strong communication, influencing, customer-engagement, and relationship-building capabilities.
- Results-driven mindset with solid territory planning, strategic organization, pipeline development, and account management skills.
- Unwavering commitment to ethics, integrity, compliance, and the regulatory requirements governing customer interactions.
- Ability to use CRM tools and data-driven insights to assess market trends, customer needs, and competitive landscapes and translate them into effective business strategies.

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

Marketing
Место
Чили
Сайт
Santiago
Company / Legal Entity
CL01 (FCRS = CL001) Novartis Chile S.A.
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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