NOVARTIS

Sales Representative Immunology

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REQ-10091235
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Испания
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Сводка

As a Sales Representative, Immunology, you will play a key role in shaping our customer experience and driving sales performance within your territory.

You will build trusted, long-term relationships with healthcare professionals (HCPs) and other key stakeholders, developing a deep understanding of their needs, challenges and priorities. By combining customer insights, data and a personalized engagement approach, you will create meaningful interactions that deliver value for customers and patients while driving sustainable business growth.

You will work closely with cross-functional colleagues and always operate in a compliant, ethical and customer-focused manner.

About the Role

Drive Competitive Sales Growth

- Identify and prioritize high-potential customers and stakeholders through effective use of available data and insights.
- Drive sales performance through the skilful orchestration of positive and relevant customer experiences.
- Develop and continuously adapt territory, account and customer engagement plans based on evolving insights and opportunities.
- Focus activities and resources on opportunities that can create meaningful value for customers, patients and the business.

Engage and Build Strong Customer Relationships

- Engage customers through value-based conversations, both in person and virtually, to understand their challenges, decision drivers, pain points and opportunities.
- Build trusted and sustainable relationships with HCPs and other relevant stakeholders.
- Personalize customer engagement journeys based on individual preferences, leveraging relevant content and multiple communication channels.
- Deliver memorable, customer-centric experiences by listening to customer needs and understanding the broader healthcare environment.
- Establish effective working relationships with opinion leaders and medical influencers within the territory.
- Support improvements across the patient journey by helping ensure the right patients receive the right solutions at the right time.

Develop Deep Customer Insights

- Develop a strong understanding of customers, their environment and what matters most to them.
- Proactively gather customer feedback and translate insights into meaningful actions that create additional value.
- Leverage available data sources to dynamically prioritize and adjust territory, account and customer interaction plans.
- Share relevant customer insights with internal stakeholders to support the development of effective content, campaigns and engagement plans.

Deliver Value for Customers and Patients

- Collaborate compliantly with cross-functional teams to identify and implement solutions addressing unmet customer and patient needs.
- Act as a trusted partner by listening, learning and developing relationships in a compliant and ethical way.
- Identify opportunities to create value-added solutions that respond to customer needs and improve the customer experience.
- Work collaboratively across functions to support business objectives and positive patient outcomes.

Act with Integrity and Compliance

- Demonstrate integrity, honesty and transparency in all interactions with customers and colleagues.
- Make ethical decisions, speak up when something does not feel right and consistently demonstrate Novartis Values and Behaviors.
- Operate in accordance with the Novartis Code of Ethics and all relevant policies and procedures.
- Ensure technical complaints, adverse events and special case scenarios related to Novartis products are reported within **24 hours of receipt**.
- Manage the distribution of marketing samples where applicable and in accordance with relevant requirements.

Key Performance Indicators

Performance measures will be defined at local level in line with applicable Field Engagement Performance Management guidance.

Benefits & Rewards

At Novartis, we’re committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 48,300.00 - 69,000.00 - 89,700.00 EUR Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

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)

Primary location salary range
€48,300.00 - €89,700.00
Дивизион
International
Business Unit
Sales
Место
Испания
Сайт
Alicante
Company / Legal Entity
ES19 (FCRS = ES006) Mizar Farmacéutica, S.L.
Alternative Location 1
Murcia, Испания
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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List of links present in page

1. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-de-de
2. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-es-es
3. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-fr-fr
4. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-it-it
5. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-ja-jp
6. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-nl-nl
7. https://www.novartis.ru/careers/career-search/job/details/req-10091235-sales-representative-immunology-ru-ru
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