NOVARTIS

Sales Representative - CRM

Job ID
REQ-10092045
Ноя. 10, 2026
Сингапур

Сводка

Are you passionate about building trusted relationships with healthcare professionals and helping improve outcomes for patients? Join Novartis as a Sales Representative and take ownership of customer engagement and sales performance within your territory. You will combine scientific dialogue, data-driven planning, and personalised omnichannel engagement to deliver sustainable growth—always with integrity and in line with industry standards.

#LI-On-site

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritisation, and data-led call planning.
- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalised customer journeys across face-to-face and digital channels, supported by tools.
- Identify and share actionable insights on customer needs, market dynamics, competitor activity, and territory opportunities.
- Partner with Marketing, Medical, Value & Access, and Execution Excellence teams to deliver an integrated customer experience.
- Support local events, promotional activities, and product launches where required.
- Maintain accurate and timely customer-visit documentation while operating in line with Novartis policies, ethical standards, and local regulations.

Requirements:

- Minimum 5 years sales experience with a record of delivering results.
- Experience engaging with Cardiologist
- Cardiovascular experience is preferred.
- Strong customer engagement, communication, territory planning, and relationship-building skills.
- Confidence using digital engagement platforms and CRM tools.

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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