

Hybrid Customer Service

Job ID
REQ-10053761

6月 04, 2025

Mexico

摘要

Profesionales de ventas experimentados responsables de alcanzar los objetivos de ventas para una(s) cuenta(s) específica(s). Responsable de establecer e implementar un plan de ventas / negocios para una base de clientes designada o la implementación de un programa de ventas específico para apoyar de manera efectiva el viaje del paciente y posicionar adecuadamente a Novartis y sus marcas.

About the Role

Key Responsibilities

- Achieve sales targets within assigned accounts and budget
- Ensure consistent product availability in key healthcare institutions
- Manage inventory levels and coordinate with supply departments
- Support patient and HCP follow-up through PIMS programs

- Build and maintain relationships with hospital and administrative stakeholders
- Analyze market trends to develop proactive promotional strategies
- Identify business opportunities and propose commercial improvements
- Understand the patient journey and treatment pathways across specialties
- Promote Xolair using marketing-approved key messages
- Engage payers and prescribers through digital platforms

Essential Requirements

- Minimum 3 years of experience in institutional pharmaceutical sales
- Strong knowledge of the healthcare system and its evolving landscape
- Proven ability to develop and manage key account relationships
- Skilled in strategic thinking, negotiation, and effective communication
- Demonstrated customer orientation and results-driven mindset
- Proficient in analyzing market trends and identifying business opportunities
- Comfortable working cross-functionally and independently
- Digitally savvy with experience using virtual engagement platforms

Desirable Requirements

- Experience in digital marketing or virtual engagement strategies

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>

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Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部門
International

Business Unit

Innovative Medicines

地点
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.



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