

Sales Value Associate (CDMX, Gdl, Mty)

Job ID
REQ-10056802

7月 07, 2025

Mexico

摘要

El representante de ventas es uno de los principales impulsores de nuestras interacciones con los clientes y del rendimiento de las ventas. Son la cara de nuestro enfoque de experiencia del cliente y construyen relaciones profundas que brindan valor a los clientes y pacientes con el fin de impulsar el crecimiento de las ventas de una manera ética y conforme a las normas

About the Role

Localidades disponibles: CDMX, Guadalajara y Monterrey

Objetivo del Puesto:

Impulsar el crecimiento competitivo de las ventas mediante la construcción de relaciones sólidas con profesionales de la salud, ofreciendo experiencias personalizadas y centradas en el cliente, y colaborando éticamente con equipos multifuncionales.

Responsabilidades Principales:

- Identificar y priorizar clientes de alto potencial mediante análisis de datos.
- Generar experiencias positivas y memorables para los clientes.
- Participar en conversaciones de valor para entender necesidades y desafíos.
- Personalizar interacciones con profesionales de la salud usando múltiples canales.
- Establecer relaciones duraderas con líderes de opinión y actores clave del sector.
- Recopilar y compartir información relevante del cliente para mejorar estrategias.
- Colaborar en el diseño de soluciones que respondan a necesidades no cubiertas.
- Actuar con integridad, ética y transparencia en todas las interacciones.

Indicadores Clave de Desempeño:

- Calidad de las relaciones con clientes.
- Impacto en el crecimiento de ventas.
- Cumplimiento ético y normativo.

Experiencia Requerida:

- Más de 1 año de experiencia en contacto directo con stakeholders.
- Disponibilidad de viaje 30%
- Conocimientos de estrategias de marca.

Habilidades Clave:

- Ventas y negociación
- Comunicación e influencia
- Gestión de cuentas y conflictos
- Coordinación interfuncional
- Conocimiento del sector salud
- Ética y cumplimiento

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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部门

International

Business Unit

Universal Hierarchy Node

地点

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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