

Sales Representative

Job ID
REQ-10059408

9月 08, 2025

Taiwan

摘要

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner

About the Role

Major accountabilities:

- Drive Competitive Sales Growth and identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions
- Drive sales performance through the skillful orchestration of positive customer experiences
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities -Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences,

leveraging available content and multiple engagement channels

- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis -Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)
- Gather insights on the customer ' s business to uncover what is important to them and follow up on customer feedback and translate responses into actions that create additional value and exceed expectations. Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans
- Deliver Value to Customers and Patients -Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs

Key performance indicators:

- Achieve to Sales Targets (e.g. Hsinchu and Miaoli)
- Achieve to Market Share in responsible accounts
- Achieve to new listing ambition
- Meet quality KPIs
- Fully compliant.

Minimum Requirements:

Work Experience:

- Solid Sales experience in Pharma business.
- Diverse sales channel experience: Medical Center is preferred; Regional Hospital is must-have.
- Had experience in launched and priority product activities with proven record in sales delivery.
- Familiar with hospital listing process is preferred and had successful experience
- Have self-pay experience
- Market Knowledge and Network is desirable.
- Able to understand changing dynamics of pharmaceutical industry.
- Established Network to target Customer Group desirable.

Skills:

- Account Management.
- Commercial Excellence.
- Communication Skills.
- Ethics and Compliance.
- Conflict Management.
- Cross-Functional Coordination.
- Customer Insights.
- Influencing Skills.

- Negotiation Skills.
- Selling Skills.
- Technical Skills in computer science and digital tools

Languages:

- Mandarin (fluency)
- English (basic)

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
Innovative Medicines

地点
Taiwan

站点
Tai Chung

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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