

Sr. Sales Executive

Job ID REQ-10066014

10月 30, 2025

Hong Kong Special Administrative Region, China

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 -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 -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 -Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.

- When facing ethical dilemmas, do the right thing and speak up when things don't seem right.
- Live by Novartis Code of Ethics and Values and Behaviors.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Key performance indicators:

 To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes

Minimum Requirements:

Work Experience:

- Established Network to target Customer Group desirable.
- Specific Product knowledge desirable.
- Sales in Healthcare / Pharma / related business.

Skills:

- Account Management.
- Commercial Excellence.
- · Communication Skills.
- Compliance.
- Conflict Management.
- Cross-Functional Coordination.
- Customer Insights.
- Ethics.
- Healthcare Sector.
- Influencing Skills.
- Negotiation Skills.
- · Selling Skills.
- Technical Skills.

Languages:

• English.

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

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: https://talentnetwork.novartis.com/network

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

部门 International

Business Unit Innovative Medicines

地点

Hong Kong Special Administrative Region, China

站点 Hong Kong

Company / Legal Entity HK02 (FCRS = HK002) Novartis Pharma

Functional Area Sales

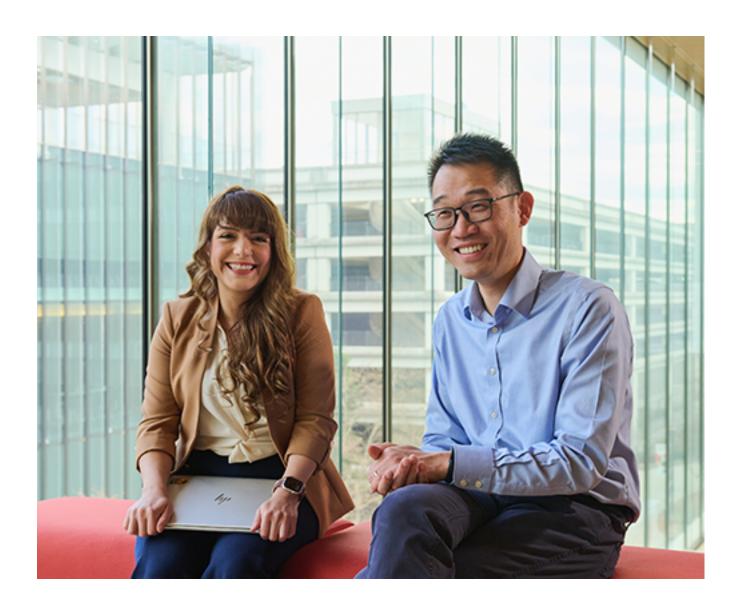
Job Type Full time

Employment Type Regular (Sales)

Shift Work

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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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