

Sales Representative (North)

Job ID
REQ-10069203

1月 01, 2026

Taiwan

摘要

#LI-Hybrid

This role is based in Taipei Taiwan. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Sales Representative (Oncology) serves as a key driver of customer engagement and sales success. Acting as the primary ambassador of our customer experience strategy, this role fosters strong, value-driven relationships with customers and patients. Through these connections, the Sales Representative ensures sustainable sales growth while upholding the highest standards of compliance and ethical conduct.

About the Role

Key Responsibilities:

- Drive Competitive Sales Growth and identify and prioritize high-potential customers through data analysis (Health Care Professionals and stakeholders) who influence prescription decisions.
- 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 Healthcare professionals by reflecting customer preferences, leveraging available content and multiple engagement channels
- 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)
- Follow up on customer feedback and translate responses into actions that create additional value and exceed expectation and 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.

Requirements:

- Established Network to target Customer Group desirable.
- Solid sales experience in Healthcare / Pharma / related business.
- Specialty and Oncology experience is preferred
- more than 2 years of sales experience
- Diverse sales channel experience: Medical Center or Regional Hospitals experience
- Experienced in priority product activities with proven record in sales delivery
- Proven track records and familiar with hospital listing process is a plus

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: 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
Sales

地点
Taiwan

站点
Taipei

Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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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