

Sales Representative

Job ID
REQ-10075931

4月 16, 2026

Chile

摘要

At Novartis, we are reimagining medicine to improve and extend people's lives. As a Sales Representative, you will play a key role in strengthening our presence in the Southern Region of Chile by building trusted partnerships with healthcare professionals and delivering scientific, value driven conversations that make a meaningful impact on patients. This role requires strong mobility across the region and the ability to manage a diverse portfolio across multiple therapeutic indications, combining scientific credibility with commercial excellence.

About the Role

#LI-Onsite

Location: Chile | Southern Region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)

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

Key Responsibilities

- Develop and maintain strong relationships with physicians and healthcare professionals across the assigned territory
- Deliver high quality scientific and commercial product information in compliance with Novartis standards
- Execute territory planning and coverage with a strong focus on customer needs and business priorities
- Effectively influence clinical decision-making through data driven, ethical, and customer centric interactions
- Collaborate closely with internal stakeholders, including Marketing, Medical, and Sales leadership

Essential Requirements

- Solid scientific foundation with the ability to communicate complex data clearly
- Strong communication, influencing, and relationship building skills
- Willingness and flexibility to travel frequently by car across the region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)
- Results driven mindset and strong territory management capabilities

Desirable Experience

- Previous experience in high cost therapies
- Exposure to therapeutic areas such as Oncology, Hematology, Immunology, Neuroscience, or Respiratory
- Experience working in highly competitive markets

Why Novartis

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Marketing

地点

Chile

站点

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
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false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
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config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
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kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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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