

## Sales Representative - Commercial Portfolio

Job ID  
REQ-10078740

6月 08, 2026

Spain

### 摘要

The Sales Representative is responsible for executing in-field commercial strategy for assigned brands within a defined territory. The role focuses on high-quality customer engagement, effective execution of brand plans, demand generation, and delivery of sales objectives in line with Novartis values, compliance standards, and customer-centric principles.

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

Please note that there are two vacancies available for this role, each of them will cover a different territory:

- One will cover: Madrid, Castilla Leon, Asturias and Galicia.
- The other: Madrid, Castilla La Mancha and Canarias.

#LI-OnSite

## About the Role

### Key responsibilities

- Execute in-field commercial strategy for assigned brands, ensuring alignment with Therapeutic Area priorities and business objectives.
- Deliver high-quality, compliant customer engagement through tailored messaging and evidence-based discussions with healthcare professionals.
- Apply customer segmentation and tiering to optimize targeting, coverage, and engagement effectiveness.
- Execute personalized omnichannel customer journeys using approved tools and platforms.
- Leverage digital and AI-enabled tools to enhance customer engagement and decision-making.
- Achieve agreed sales targets and objectives through disciplined execution and continuous performance tracking.
- Collect, analyze, and share field insights on customer needs, market trends, and competitive dynamics.
- Participate in and contribute to local events, meetings, and promotional activities in line with company standards.
- Collaborate cross-functionally with Marketing, Medical, Value & Access, and Execution Excellence to ensure aligned execution.
- Ensure full compliance with company policies, ethical standards, and regulatory requirements in all activities.

## Essential Requirements

- University degree in life sciences, business, or related field; Spanish language is required; English is a plus.
- Experience of at least 5 years in pharmaceutical, healthcare, or sales roles.
- Strong customer engagement and relationship management skills.
- Demonstrated ability to execute omnichannel engagement and commercial plans.
- Strong analytical mindset with ability to interpret data and KPIs.
- Excellent communication and interpersonal skills.
- Ability to work independently while collaborating effectively in cross-functional teams.
- High integrity, compliance mindset, and ability to leverage digital tools in daily work.

## Commitment to Diversity and Inclusion:

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

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

General Management

地点

Spain

站点

Madrid Provincial

Company / Legal Entity

ES19 (FCRS = ES006) Mizar Farmac é utica, S.L.

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,
```

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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"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = { };
config.plugins.googleTagManager.customEventsTracking = { };
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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