

## Sales Representative - Commercial Portfolio

Job ID  
REQ-10079211

6月 10, 2026

Malaysia

### 摘要

Sales Representative - Commercial Portfolio  
Location: Selangor  
#LI-Hybrid

Join Novartis as a Sales Representative - Commercial Portfolio and play a key role in bringing impactful healthcare solutions closer to healthcare professionals and patients. In this field-based role, you will execute commercial strategies for assigned priority brands, build trusted customer relationships, and deliver strong territory performance through high-quality, compliant, and insight-driven engagement.

### About the Role

Major accountabilities:

- Execute in-field commercial plans for assigned brands across the Central and East Coast territories.
- Engage healthcare professionals with approved product messages, clinical evidence, and appropriate product information in a compliant and customer-focused manner.
- Drive demand generation and achievement of agreed sales objectives through effective territory planning, customer segmentation, and value-based prioritisation.
- Use digital and CRM tools to support customer engagement, including data-driven call planning, next-best-action recommendations, and personalised omnichannel journeys.
- Collect and share market insights, customer needs, competitor activity, and territory opportunities to support business planning and execution.
- Collaborate closely with Marketing, Medical, Value & Access, Execution Excellence, and Sales leadership teams to deliver aligned business outcomes.
- Participate in local events, meetings, and promotional activities in line with Novartis policies, ethical standards, and local regulatory requirements.
- Continuously improve field execution quality by leveraging coaching feedback, performance insights, and field effectiveness reports.

#### Requirements:

- Minimum 2 years of pharmaceutical or healthcare sales experience.
- Proven experience in pharmaceutical or healthcare sales.
- Experience managing a portfolio of brands and working across defined territories.
- Strong track record in customer engagement, territory management, and sales execution.

#### 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  
Sales

地点  
Malaysia

站点  
Selangor

Company / Legal Entity  
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

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:
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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 } }; }
```

```
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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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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Selangor/Sales-Representative---Commercial-PortfolioREQ-10079211-1>
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