

Sales Representative Prostate Cancer

Job ID
REQ-10079430

5月 28, 2026

Mexico

摘要

Job Description – Prostate Cancer Sales Rep

Main responsibilities of the role

Lead the orchestration of complex customer journeys, aligning multiple stakeholders to drive coordinated decisions within the healthcare ecosystem.

Build high-value partnerships with HCPs and key stakeholders, enabling sustained collaboration around patient pathways.

Provide memorable, customer-centric experiences beyond clinical differentiation by listening to needs and understanding the healthcare environment.

Use data and insights to dynamically prioritize accounts, anticipate opportunities, and continuously adapt action plans.

Share customer insights with internal stakeholders to inform product and referral-related content,

campaigns, and interaction plans.

Collaborate effectively with cross functional teams to create and implement solutions that address unmet needs of customers and patients.

Act with integrity and honesty, treating clients and colleagues in a transparent and respectful manner.

About the Role

Sales Representative - Prostate Cancer - RLT

Main responsibilities:

- Roles based in Mexico City, Guadalajara, Monterrey, León, Tijuana
- Lead the orchestration of complex customer journeys, aligning multiple stakeholders across the healthcare ecosystem
- Build and maintain high-value partnerships with healthcare professionals (HCPs) and key stakeholders
- Deliver customer-centric experiences by understanding needs and the broader healthcare environment
- Leverage data and insights to prioritize accounts, anticipate opportunities, and adapt strategies dynamically
- Share customer insights internally to inform campaigns, content, and engagement strategies
- Collaborate with cross-functional teams to design solutions addressing unmet patient and customer needs
- Operate with integrity, transparency, and strong ethical standards in all interactions
- Demonstrate strategic thinking and business acumen, connecting market dynamics with execution
- Exhibit strong stakeholder engagement, influencing diverse actors to drive actionable outcomes
- Possess relevant experience in healthcare customer-facing or B2B roles, with a strong plus: experience in the prostate cancer market

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

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
var config = { targetId: "kalturaplayer6a1ade6749e94458641705", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
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"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
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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