

## Sales Representative Prostate Cancer

Job ID  
REQ-10080257

6月 06, 2026

Mexico

### 摘要

If you enjoy thinking differently, adapting to change, and turning challenges into opportunities, this role is for you. You will work in an innovative environment, gaining a deep understanding of the healthcare ecosystem and developing strategies that create real value through collaboration, insights, and execution. This role is designed for individuals who thrive in complexity, take ownership, and are energized by building solutions in evolving environments. You will work across referral networks and centers of excellence, playing a key role in coordinating patient pathways and unlocking access opportunities.

### About the Role

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.

### Skills, Competencies & Capabilities

- Strategic Thinking & Business Acumen: Ability to navigate ambiguity, connect market dynamics with execution, and make decisions in evolving environments.
- Stakeholder Engagement & Customer Focus: Ability to align & influence diverse actors across the healthcare system and move conversations toward actionable outcomes.
- Learning Agility & Problem Solving: Learns quickly, adapts to new and complex situations, and makes independent decisions. Demonstrates critical thinking and acts with speed to solve complex problems effectively.

### Essential prerequisites

- Complete higher education (bachelor's degree or higher).
- 3+ years in customer-facing roles within healthcare or other industries (e.g., Sales, Key Account Management, Access, Sales Rep) or in complex B2B account management.
- Proven experience engaging multiple stakeholders and managing referral pathways within compliance.
- Strong data literacy and proficiency with CRM/omnichannel tools.
- Must reside in the region where the position is located.

### Preferred qualifications (Strong Plus, not required)

- Experience in Access to Public and Private Markets within specialty care lines (e.g., Biologics and/or Oncology).
- Experience with High-Cost Markets.
- Intermediate-advanced English.
- Experience in the Prostate Cancer market.
- Proven ability to work within complex stakeholder environments (e.g., referral networks, centers of excellence).

### You'll stand out if you have

- Ability to influence, Communication Skills, Technical Skills, Compliance, Cross-Functional Coordination, Ethics, Commercial Excellence, Conflict Management, Account Management, Healthcare Sector knowledge, Negotiation Skills, Customer Insights/Perceptions, Selling Skills. Major Accountabilities -Responsable de impulsar las ventas, la promoción y el desarrollo en las cuentas designadas para alcanzar los objetivos comerciales -Desarrollar la

estrategia de desarrollo de clientes, planes de acción KAM dedicados para cuentas asignadas, alinea los objetivos de la cuenta y se ejecuta. -Liderar la preparación de estrategias y planes tácticos individuales y dar aportes estratégicos en términos de análisis, potencial futuro y programas clave requeridos para las cuentas -Preparar y negociar contratos, y guiar las iniciativas que la empresa lanza para apuntar a una cuenta particular ~ Analizar la situación del mercado, incluidas las actividades de inteligencia competitiva en cuentas clave y competidores clave -Organizar eventos de clientes y otros programas de forma independiente o con el departamento de marketing/médico, de acuerdo con los planes tácticos de negocio acordados -Contribuir a la cartografía de las partes interesadas, incluida la segmentación y la elaboración de perfiles, y proporcionar datos precisos y oportunos para el sistema CRM de Novartis. -Responsable de impulsar el plan de operaciones de ventas y de lograr objetivos de ventas acordados y de rendimiento más amplios para su propia parte de la organización. -Desarrollar un equipo de ventas eficaz a través de la formación y el coaching o la gestión de programas comerciales clave -Notificación de quejas técnicas / eventos adversos / escenarios de casos especiales relacionados con los productos Novartis dentro de las 24 horas posteriores a la recepción -Distribución de muestras de comercialización (cuando proceda) Key Performance Indicators Responsable de la administración de cuentas clave a nivel local, normalmente administrando un equipo pequeño o administrando cuentas/relaciones específicas. Gestionar la relación comercial y las actividades con cuentas clave con el fin de fomentar y ampliar la relación y obtener los objetivos de ventas. Desarrollar y mantener relaciones con las partes interesadas clave dentro de las cuentas, desarrollando una comprensión profunda de los desafíos de los clientes con respecto a los pacientes e identificando soluciones que mejoren la atención al paciente. Work Experience Gestión de métricas y problemas de calidad Diseño de ensayos clínicos, revisión de datos y elaboración de informes Tecnologías innovadoras y analíticas Skills Gestión de cuentas Gestión de Compensaciones (Empleados) Programación de Computadoras Cosméticos CRM (Gestión de la relación con el cliente) Atención al cliente Ventas de campo Gestión de Cuentas Clave Merchandising Habilidades multitarea Administración de oficinas Atención al paciente Procuración Promoción (Marketing) Ventas Operaciones de Ventas Liderazgo Estratégico Servicios de soporte Language Inglés

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 (Ventas)

Shift Work  
No

```
var config = { targetId: "kalturaplayer6a258a745682a310553275", 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,
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) }
```

## Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a [tas.mexico@novartis.com](mailto:tas.mexico@novartis.com) y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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