

Sales Representative, Oncology - Penang

Job ID
REQ-10080400

6月 09, 2026

Malaysia

摘要

Job Description Summary
Sales Representative - Oncology
Location : Penang

#LI-Onsite

Are you passionate about making a meaningful impact in healthcare through strong customer partnerships and high-quality field execution? We are looking for a Sales Representative to drive commercial success for priority brands within an assigned territory by delivering excellent customer engagement, executing brand strategies, and achieving sales objectives in a compliant and ethical way.

In this role, you will act as a trusted partner to healthcare professionals, using data, insights, and omnichannel tools to create personalized customer experiences and maximize territory performance.

About the Role

Major Accountabilities

- Execute in-field commercial strategies for assigned brands within your territory
- Deliver high-quality, compliant product promotion aligned with brand and therapeutic area strategies
- Build strong partnerships with healthcare professionals by sharing relevant clinical data and product knowledge
- Use customer segmentation, value-based tiering, and data-driven call planning to optimize field execution
- Leverage digital and omnichannel tools to personalize customer engagement and improve impact
- Capture and share field insights on customer needs, market trends, and competitor activity
- Collaborate cross-functionally with marketing, medical, value & access, and execution excellence teams
- Ensure all activities are conducted in line with company policies, ethical standards, and local regulatory requirements

Requirements:

- University degree in Life Sciences, Pharmacy or Science related
- Minimum 3 years of experience in the pharmaceutical or healthcare industry.
- Experience with Oncology or specialty care portfolio
- Strong sales and customer engagement capabilities
- Ability to communicate scientific and clinical information effectively to healthcare professionals
- Strong planning, prioritization, and territory management skills
- Commitment to compliance, integrity, and delivering high-quality 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
Penang

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

```
var config = { targetId: "kalturaplayer6a2a41deb943b087425491", 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) }
```

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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Penang/Sales-Representative--Oncology---PenangREQ-10080400>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Penang/Sales-Representative--Oncology---PenangREQ-10080400>