

Sales Representative

Job ID
REQ-10081394

6月 23, 2026

Chile

摘要

#LI-Remote

Location: Santiago, Chile

This role is based in Santiago, Chile. Novartis is unable to offer relocation support for this role; please only apply if this location is accessible for you.

Are you passionate about making an impact on patients' lives through meaningful engagement with healthcare professionals? As a Sales Representative, you will play a key role in executing commercial strategies, delivering high-quality customer interactions, and driving demand across your assigned territory.

In this role, you will combine scientific knowledge, customer focus, and strong execution capabilities to contribute to business success while ensuring compliance with Novartis standards and improving patient outcomes.

About the Role

Key Responsibilities

- Execute the commercial strategy for assigned brands within the territory, ensuring delivery of business objectives
- Deliver high-quality customer interactions aligned with segmentation, personalization, and engagement standards
- Implement omnichannel customer journeys supported by digital tools and data insights
- Drive demand generation and achieve agreed sales targets through effective execution of brand strategies
- Act as a trusted partner to healthcare professionals, communicating scientific data and product information appropriately
- Collect, analyze, and share field insights on customer needs, market dynamics, and competitor activities
- Participate in events and promotional activities in alignment with governance and compliance standards
- Collaborate cross-functionally with Sales, Marketing, Medical, and Access teams to ensure aligned execution
- Ensure full adherence to Novartis policies, ethical standards, and regulatory requirements

Essential Requirements

- University degree in life sciences, business, or a related field
- Proven experience in pharmaceutical or healthcare sales
- Strong customer engagement and relationship management skills
- Solid communication and interpersonal skills
- Analytical mindset with ability to interpret data and performance indicators Ability to work independently while collaborating with cross-functional teams
- Strong execution focus and results-oriented mindset
- High standards of integrity, compliance, and ethical behavior

Desirable Requirements

- Experience using digital tools, data, and AI to support customer engagement
- Experience with omnichannel engagement strategies in field execution

Benefits & Rewards

Read our handbook to learn about all the ways we 'll help you thrive personally and professionally: [Explore Benefits & Rewards](#)

Commitment to Diversity & 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 passionate individuals working together to achieve breakthroughs that change patients' lives.

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

Chile

站点

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a3b3bb4cc64d861197798", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =
```

```
kPlayer.setup(config); // Add the player to the global array.  
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.  
kalturaPlayer.loadMedia({entryId: "1d_gfvmafo"}); } catch (e) { console.error(e.message) }
```

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