

## Sales Representative, Hematology

Job ID  
REQ-10081805

6月 24, 2026

Malaysia

### 摘要

Sales Representative, Hematology  
Location : Penang, Selangor

#LI-Hybrid

As a Sales Representative at Novartis, you will be a key driver of customer engagement and sales performance. Acting as the face of our customer experience approach, you will build trusted relationships with healthcare professionals, deliver meaningful value to customers and patients, and help drive sustainable growth in a compliant and ethical manner.

This role is ideal for a commercially driven professional who is passionate about creating customer-centric experiences, using insights to shape engagement strategies, and collaborating across teams to address unmet needs in healthcare.

## About the Role

### Major accountabilities:

- Drive competitive sales growth by developing and executing effective territory, account, and customer engagement plans.
- Personalize customer engagement journeys for target healthcare professionals by leveraging customer preferences, available content, data insights, and multiple engagement channels.
- Build long-term, trusted partnerships with healthcare professionals to strengthen collaboration and support improved outcomes for customers and patients.
- Deliver memorable, customer-centric experiences by listening to customer needs and understanding the healthcare environment in which they operate.
- Use available data sources to dynamically prioritize, refine, and adapt customer interaction plans.
- Share customer insights with internal stakeholders to support the development of relevant product, indication, campaign, and engagement content.
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs

### 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. Experience in Hematology advantages.
- 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

Marketing

地点

Malaysia

站点

Penang

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Alternative Location 1

Selangor, Malaysia

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a3d04be912c1775375067", 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: "1dgvmafo"}); } catch (e) { console.error(e.message) }
```

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