

Sales Representative

Job ID
REQ-10082289

7月 10, 2026

Hungary

摘要

#LI-Hybrid

Terület 1: Bács-Kiskun, Csongrád és Békés megye
Terület 2: Baranya, Zala, Tolna és Somogy

Kétfunktoros keresőnk Immunológiai és Neurológiai üzletágunk csapatába.

A szerepkör célja, hogy elérje az értékesítési célokat az adott ügyfelekkel. Felelős az értékesítési/üzleti terv kidolgozásáért és végrehajtásáért egy kijelölt ügyfélkör számára, adott értékesítési program megvalósítása érdekében, hogy hatékonyan támoassa a betegutakat, és megfelelően pozícionálja a Novartist és márkáit.

Ez a pozíció az Customer Team Leadnek (értékesítési vezetőnek) jelent.

#LI-Hybrid

Territory 1: B á cs-Kiskun, Csongr á d, and B é k é s counties

Territory 2: Baranya, Zala, Tolna, and Somogy counties

We are looking for two colleagues to join our Immunology and Neuroscience Business Unit team.

The purpose of this role is to achieve sales targets within the assigned customer accounts. The position is responsible for developing and executing the sales/business plan for a designated customer base, or for implementing a specific sales program, in order to effectively support patient pathways and appropriately position Novartis and its brands.

This position reports to the Area Manager.

About the Role

F ő bb feladatok:

- Kiv á lasztott partnerekkel dolgozik egy ü tt é rt é kes í t é si é s prom ó ci ó s c é llal.
- Hossz ú t á v ú , bizalomra é p ü l ő kapcsolatokat alak í t ki kulcsfontoss á g ú partnerekkel.
- Meg é rti az partnerek ig é nyeit é s elv á r á sait a siker é rdek é ben.
- Megl é v ő ü gyfelek c é ljaihoz igaz í tott megold á sokat k í n á l.
- Elemz é sre é s lehet ő s é gekre alapozva ter ü leti é rt é kes í t é si terveket dolgoz ki.
- Rendezv é nyeket szervez a marketing/orvosi csapatokkal egy ü ttm ű k ö dve, az ü zleti strat é gi á k ment é n.
- Azonos í tja a potenci á lis partnereket, profilozza é s szegment á lja ő ket, valamint naprak é szen tartja a Novartis CRM adatokat.
- A Novartis term é keivel kapcsolatos technikai panaszok / nemk í v á natos esem é nyek / k ü l ö nleges esetek jelent é se a be é rkez é st ő l sz á m í tott 24 ó r á n bel ű l.

Alapvet ő elv á r á sok:

- Egyetemi vagy f ő iskolai eg é szs é g ü gyi vagy term é szettudom á nyi v é gzetts é g
- Magyar nyelv í r á sban é s sz ó ban egyar á nt.
- Minimum 3 é v KAM, é rt é kes í t é si k é pvel ő i tapasztalat gy ó gyszeriparban.
- Csapatmunk á ra val ó k é pess é g.
- Kiv á l ó kommunik á ci ó s k é szs é g.

El ő ny ö s elv á r á sok:

- Innovat í v gy ó gyszeripari tapasztalat.
- Angol nyelvtud á s.

Key Responsibilities:

- Collaborate with selected partners to achieve sales and promotional objectives.
- Build long-term, trust-based relationships with key stakeholders.
- Understand customer needs and expectations to drive success.
- Offer solutions tailored to the objectives of existing customers.
- Develop territory sales plans based on analysis and identified opportunities.
- Organize events in collaboration with Marketing and Medical teams, aligned with business strategies.
- Identify potential partners, profile and segment them, and maintain accurate and up-to-date customer information in the Novartis CRM system.
- Report technical complaints, adverse events, and special situations related to Novartis products within 24 hours of becoming aware of them.

Essential Requirements:

- University or college degree in a healthcare-related or life sciences field.
- Fluent Hungarian, both written and spoken.
- Minimum of 3 years of experience as a Key Account Manager (KAM) or Sales Representative within the pharmaceutical industry.
- Strong teamwork and collaboration skills.
- Excellent communication skills.

Desirable Requirements:

- Experience within the innovative pharmaceutical industry.
- English language proficiency.

About Novartis Hungary:

Novartis is a leading pharmaceutical company renowned for its innovation. In Hungary, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Hungary. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

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

Expected Annual Base Salary Range for role: 8,953,000.00 - 16,627,000.00 HUF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

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 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 \(PDF 30 MB\)](#)

Primary location salary range
Ft8,953,000.00 - Ft16,627,000.00

部门
International

Business Unit
General Management

地点
Hungary

站点
Budapest

Company / Legal Entity
HU02 (FCRS = HU002) Novartis Hungary

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
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```

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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 thumbEmbedPromise =
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataLayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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