

## SALES REPRESENTATIVE

Job ID  
REQ-10082610

7月 08, 2026

Spain

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### 摘要

#### Job Description Summary

Delegado de Ventas Cardiología

Zona: Badajoz (el/la candidato/a deberá vivir en Badajoz, Mérida o Zafra)

Buscamos a un/a Delegado/a de Ventas Senior en Cardiología para liderar una zona estratégica, impulsar el crecimiento del negocio y desarrollar relaciones de alto valor en el entorno hospitalario.

### About the Role

#### Job Description

Responsabilidades:

Identificar y priorizar profesionales sanitarios y stakeholders de alto potencial mediante análisis de datos

Gestionar visitas médicas en especialidades como cardiología, endocrinología, medicina interna y neurología

- Desarrollar interacciones personalizadas de valor tanto presenciales como virtuales
- Construir y mantener relaciones sólidas con profesionales sanitarios y líderes de opinión
- Diseñar experiencias de cliente personalizadas mediante estrategias multicanal y contenidos relevantes
- Recoger insights del cliente y transformarlos en planes accionables de alto impacto
- Colaborar con equipos multifuncionales para ofrecer soluciones centradas en el paciente y en cumplimiento

Requisitos esenciales:

Titulación universitaria en Ciencias de la Salud, Farmacia, Biología, Bioquímica, ADE o afines.

- Experiencia de 5 a 8 años en ventas farmacéuticas.
- Capacidad demostrada para construir y mantener relaciones con profesionales de la salud
- Alta resiliencia y capacidad de adaptación en entornos dinámicos
- Fuerte capacidad de aprendizaje continuo y orientación al desarrollo
- Capacidad analítica para interpretar datos y definir planes de acción
- Excelentes habilidades de comunicación y escucha activa
- Alto nivel de integridad y compromiso con estándares éticos y de cumplimiento
- Residencia: Vizcaya o Guipúzcoa

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

€ 48,300.00 - € 89,700.00

部门

International

Business Unit

Sales

地点

Spain

站点

Badajoz

Company / Legal Entity

ES19 (FCRS = ES006) Mizar Farmac é utica, S.L.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a4f9c4520cb2024258914", 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 thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1_dgfvmafo"}}); // 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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