

Sales Representative Neurology

Job ID
REQ-10084384

7月 27, 2026

Mexico

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摘要

Impulsar el crecimiento sostenible del negocio mediante la identificación y desarrollo de oportunidades comerciales en el territorio asignado.

About the Role

Responsabilidades

- Analizar datos y segmentar estratégicamente a clientes de alto valor (profesionales de la salud y stakeholders clave) para influir en decisiones de prescripción.
- Diseñar y ejecutar experiencias omnicanal personalizadas que fortalezcan la relación con los clientes y maximicen el impacto comercial.

- Construir relaciones sólidas y de largo plazo con líderes de opinión y actores clave del ecosistema de salud, posicionándose como un socio estratégico.
- Liderar conversaciones consultivas basadas en valor, comprendiendo las necesidades, desafíos y dinámicas del entorno sanitario para generar soluciones relevantes.
- Traducir insights del cliente en acciones concretas, optimizando continuamente los planes de interacción y colaborando con equipos multifuncionales para generar valor.
- Actuar con altos estándares de integridad, ética y cumplimiento, asegurando decisiones responsables orientadas a mejorar la experiencia del cliente y los resultados para los pacientes.

Perfil ideal

- Profesional en áreas de la salud, administración o afines (deseable especialización).
- Experiencia comprobada en ventas dentro de la industria farmacéutica, idealmente en oncología o especialidades de alta complejidad.
- Sólida comprensión del sistema de salud y dinámicas de acceso en el país/territorio.

Capacidades clave

- Alta orientación comercial con enfoque estratégico y uso de datos para la toma de decisiones.
- Excelentes habilidades de comunicación e influencia, con capacidad para generar conversaciones de alto valor.
- Mentalidad centrada en el cliente, con enfoque en experiencias y soluciones personalizadas.
- Capacidad de trabajo colaborativo en entornos matriciales y multifuncionales.
- Pensamiento analítico combinado con ejecución ágil en campo.

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部门

International

Business Unit
Sales

地点
Mexico

站点
INSURGENTES

Company / Legal Entity
MX06 (FCRS = MX006) Novartis Farmac é utica S.A. de C.V.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a69042c8d097970937975", 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 =
```

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{ 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 kalturadatalayer.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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