

Representante de Ventas Oncolog í a - Base Cali

Job ID
REQ-10086695

8月 26, 2026

Colombia

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摘要

En Novartis buscamos un Representante de Ventas de Oncolog í a apasionado por generar impacto en la vida de los pacientes, desarrollando relaciones estrat é gicas con profesionales de la salud y promoviendo soluciones innovadoras que contribuyan a mejorar los resultados cl í nicos en oncolog í a.

About the Role

Principales responsabilidades

- Desarrollar y ejecutar estrategias comerciales en el territorio asignado para alcanzar los objetivos de crecimiento y desempeño de ventas.
- Identificar, segmentar y priorizar profesionales de la salud, instituciones y tomadores de

decisión con mayor potencial para influir en las decisiones terapéuticas.

- Construir relaciones sólidas y de largo plazo con especialistas, líderes de opinión y actores clave del ecosistema de salud mediante interacciones presenciales y virtuales.
- Generar experiencias memorables para los clientes, adaptando los mensajes y contenidos a sus necesidades, preferencias y desafíos específicos.
- Analizar información del mercado y del territorio para obtener insights que permitan optimizar planes de acción, identificar oportunidades y aportar valor a clientes y pacientes.
- Colaborar con equipos multifuncionales para implementar iniciativas que respondan a necesidades no cubiertas del sistema de salud, garantizando siempre el cumplimiento de estándares éticos y regulatorios.

Perfil requerido

- Profesional universitario en Ciencias de la Salud, Administración, Mercadeo o áreas afines.
- Experiencia en ventas dentro de la industria farmacéutica, preferiblemente en líneas de especialidad u oncología.
- Habilidad para desarrollar relaciones estratégicas y mantener conversaciones de valor con profesionales de la salud y stakeholders clave.
- Capacidad analítica para interpretar información de mercado, gestionar territorios y construir planes comerciales efectivos.
- Disponibilidad para realizar desplazamientos dentro del territorio asignado.

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 \(PDF 30 MB\)](#)

部門
International

Business Unit
Marketing

地点
Colombia

站点
Barranquilla (Pharmaceuticals) / Cali (Oncology)

Company / Legal Entity
CO01 (FCRS = CO001) Novartis de Colombia S.A

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a902c1caa3f8637191226", 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 }; } }
```

```
(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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