NOVARTIS

Sales representative Oncology

Job ID
REQ-10089244

十一月 12, 2026

Mexico

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摘要

Responsabilidad por el manejo de las cuentas y la relaci ó n a nivel comercial.

About the Role

Principales responsabilidades

- Desarrollar y ejecutar estrategias comerciales en el territorio asignado para alcanzar los objetivos de crecimiento y desempe ñ o de ventas.
- Identificar, segmentar y priorizar profesionales de la salud, instituciones y tomadores de decisi ó n con mayor potencial para influir en las decisiones terap é uticas.
- Construir relaciones s ó lidas y de largo plazo con especialistas, l í deres de opini ó n 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 desaf í os espec í ficos.
- Analizar informaci ó n del mercado y del territorio para obtener insights que permitan optimizar planes de acci ó n, 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 est á ndares é ticos y regulatorios.

Perfil requerido

- Profesional universitario en Ciencias de la Salud, Administraci ó n, Mercadeo o á reas afines.
- Experiencia en ventas dentro de la industria farmac é utica, preferiblemente en l í neas de especialidad u oncolog í a.
- Habilidad para desarrollar relaciones estrat é gicas y mantener conversaciones de valor con profesionales de la salud y stakeholders clave.
- Capacidad anal í tica para interpretar informaci ó n de mercado, gestionar territorios y construir planes comerciales efectivos.
- Nivel intermedio o avanzado de ingl é s y disponibilidad para realizar desplazamientos dentro del territorio asignado.

Lo que valoramos

- Orientaci ó n al cliente y al paciente.
- Capacidad de influencia y negociaci ó n.
- Comunicaci ó n efectiva.
- Colaboraci ó n y trabajo en equipos multifuncionales.
- Integridad, é tica y compromiso con el cumplimiento.

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
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

Shift Work
No

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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 } }; }

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