NOVARTIS

Sales Representative- Immunology

Job ID
REQ-10090408

十一月 10, 2026

Singapore

摘要

Are you passionate about building trusted relationships with healthcare professionals and helping improve outcomes for patients? Join Novartis as a Sales Representative and take ownership of customer engagement and sales performance within your territory. You will combine scientific dialogue, data-driven planning, and personalised omnichannel engagement to deliver sustainable growth–always with integrity and in line with industry standards.

#LI-Onsite

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritisation, and data-led call planning.

- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalised customer journeys across face-to-face and digital channels, supported by tools.
- Identify and share actionable insights on customer needs, market dynamics, competitor activity, and territory opportunities.
- Partner with Marketing, Medical, Value & Access, and Execution Excellence teams to deliver an integrated customer experience.
- Support local events, promotional activities, and product launches where required.
- Maintain accurate and timely customer-visit documentation while operating in line with Novartis policies, ethical standards, and local regulations.

Requirements:

- At least 2 years of pharma sales experience in pharma industry
- Bachelor degree is required
- Immunology related experience is preferred
- Fluent and proficient in English (written and spoken)
- Strong negotiation and analytical skills.

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
Singapore

站点
Mapletree Business City (MBC)

Company / Legal Entity
SG04 (FCRS = SG004) Novartis Singapore Pte Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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