NOVARTIS

Senior Sales Representative - CRM

Job ID
REQ-10090910

十月 29, 2026

Malaysia

摘要

Sales Representative - CRM
Location : Selangor

#LI-Onsite

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 personalized omnichannel engagement to deliver sustainable growth–always with integrity and in line with industry standards.

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritization, and data-led call planning.
- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalized 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:

- Pharmaceutical sales experience with a record of delivering results.
- Experience engaging customers in the private healthcare sector; dermatology experience is preferred.
- Strong customer engagement, communication, territory planning, and relationship-building skills.
- Confidence using digital engagement platforms and CRM tools.
- Ability and willingness to travel within the assigned territory.

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
Malaysia

站点
Selangor

Company / Legal Entity
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (197101000541)

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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(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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