NOVARTIS

Representante de Ventas Neurolog í a, Base Cali

Job ID
REQ-10093853

十一月 25, 2026

Colombia

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摘要

Encargado de desarrollar y ejecutar estrategias comerciales en el territorio asignado para alcanzar los objetivos de crecimiento y desempe ñ o de ventas.

About the Role

Principales responsabilidades

- 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 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.
- Nivel intermedio o avanzado de inglés y disponibilidad para realizar desplazamientos dentro del territorio asignado.

Lo que valoramos

- Orientación al cliente y al paciente.
- Capacidad de influencia y negociación.
- Comunicación efectiva.
- Colaboración y trabajo en equipos multifuncionales.
- Integridad, ética 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
Colombia

站点
Bogota (Oncology) / Cali (Pharmaceuticals)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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