

# Senior Sales Executive

Job ID

REQ-10071400

Feb 05, 2026

LOC\_HK

## About the Role

Major accountabilities:

- Drive Competitive Sales Growth
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis
- Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment
- Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans
- Deliver Value to Customers and Patients
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.
- When facing ethical dilemmas, do the right thing and speak up when things don't seem right.
- Live by Novartis Code of Ethics and Values and Behaviors.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt.
- Distribution of marketing samples (where applicable)

Key performance indicators:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes

Minimum Requirements:

Work Experience:

- Established Network to target Customer Group desirable.
- Specific Product knowledge desirable.
- Sales in Healthcare / Pharma / related business.

Skills:

- Key Account Management
- Commercial Excellence
- Communication Skills
- Compliance
- Conflict Management
- Cross-Functional Coordination
- Customer Insights

- Professional Ethics
- Health care Industry
- Influencing Skills
- Negotiation Skills
- Selling Skills
- Technical Skills

Languages:

- English
- Local Language

## Role Requirements

**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 \(PDF 30 MB\)](#)

Division

DIV\_IM

Business Unit

Sales

Location

LOC\_HK

Site

Hong Kong

Company / Legal Entity

HK02 (FCRS = HK002) Novartis Pharma

Functional Area

FCT\_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

Job ID

REQ-10071400

## Senior Sales Executive

[Apply to Job](#)

---

**Source URL:** <https://prod1.jobapi.novartis.com.cn/req-10071400-senior-sales-executive>

### List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10071400-senior-sales-executive>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hong-Kong/Senior-Sales-Executive\\_REQ-10071400](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hong-Kong/Senior-Sales-Executive_REQ-10071400)

5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Hong-Kong/Senior-Sales-Executive\\_REQ-10071400](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Hong-Kong/Senior-Sales-Executive_REQ-10071400)