

Sales Representative (Neuroscience - Taipei)

Job ID

REQ-10074327

Mar 24, 2026

LOC_TW

About the Role

Key Responsibilities:

- Drive competitive sales growth by identifying and prioritizing high-potential HCPs and stakeholders through data insights.
- Orchestrate impactful, customer-centric engagements to maximize sales performance.
- Conduct value-based in-person and virtual discussions to uncover customer needs and decision drivers.
- Personalize multichannel engagement journeys with tailored content and touchpoints.
- Build long-term partnerships with HCPs and key opinion leaders to shape prescribing decisions and enhance patient outcomes.
- Translate customer feedback into actionable plans that deliver additional value and exceed expectations.
- Leverage data to design and continuously refine territory, account, and customer interaction plans.
- Lead regional key account strategy and collaborate across ecosystem partners to translate national strategies into regional execution.

Work Requirements:

- At least 3 years+ sales/ front-line customer engagement experience in Pharma industry (Neuroscience field will be a plus, established network within target customer group is a plus)
- Proven experience with key account management, marketing or alliance will be a plus
- Drugs Listing and self-pay promotion experience will be a plus
- Able to understand changing dynamics of pharmaceutical industry and agile to changes
- Strong in stakeholder partnership and anticipate market needs/ opportunities/ challenges
- Proven record in leadership (project management or indirect-leading with impact)

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>

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Division

DIV_IM

Business Unit

General Management

Location

LOC_TW

Site

Taipei

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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