

Sales Representative

Job ID
REQ-10075741
Apr 14, 2026
LOC_PA

About the Role

#LI-Onsite

Location: Panama

Your Key Responsibilities

- Conduct value-based, compliant interactions (in-person and virtual) to understand customer challenges, decision drivers, and opportunities.
- Personalize customer engagement journeys by reflecting customer preferences, leveraging approved content and omnichannel approaches.
- Build long-term partnerships with HCPs through sustained, collaborative, and ethical engagement.
- Deliver memorable, customer-centric experiences beyond clinical differentiation by understanding the healthcare environment in which customers operate.
- Establish strong working relationships with opinion leaders and medical influencers at territory level, constructively challenging current practices to improve the patient journey (right patient, right time).
- Gather insights into customers' clinical and business priorities to understand what matters most to them.
- Act on customer feedback to create added value and exceed expectations.
- Leverage available data to dynamically prioritize and adjust territory, account, and interaction plans.
- Work compliantly with cross-functional teams (Medical, Marketing, Access) to design and implement solutions addressing unmet customer and patient needs.
- Act as a trusted partner to customers by listening to learn, deepening relationships ethically, and co-creating value-adding solutions.
- Demonstrate integrity and transparency, living by the Novartis Code of Ethics, Values, and Behaviors.
- Speak up and act responsibly when something does not seem right.

Essential Requirements

- Minimum 3 years of experience in the pharmaceutical or healthcare industry.
- Proven experience in sales roles; experience as MSL or in hybrid scientific/commercial roles is a strong advantage.
- Established or developing network within the target customer group is desirable.

Nice to Have

- Experience with specialty and science-driven portfolios (Respiratory, Transplant, Neuroscience, Hematology) is a plus.

Why Novartis

At Novartis, you'll find a purpose-driven culture, collaborative teams, and opportunities to grow while shaping the future of medicine. We are committed to building diverse, inclusive teams and creating an environment where everyone can thrive and contribute meaningfully.

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

Other

Location

LOC_PA

Site

Panama

Company / Legal Entity

PA13 (FCRS = PA013) Novartis Panama, S.A.

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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