

Sales Representative, Oncology - Penang

Job ID

REQ-10080400

Jun 09, 2026

LOC_MY

About the Role

Major Accountabilities

- Execute in-field commercial strategies for assigned brands within your territory
- Deliver high-quality, compliant product promotion aligned with brand and therapeutic area strategies
- Build strong partnerships with healthcare professionals by sharing relevant clinical data and product knowledge
- Use customer segmentation, value-based tiering, and data-driven call planning to optimize field execution
- Leverage digital and omnichannel tools to personalize customer engagement and improve impact
- Capture and share field insights on customer needs, market trends, and competitor activity
- Collaborate cross-functionally with marketing, medical, value & access, and execution excellence teams
- Ensure all activities are conducted in line with company policies, ethical standards, and local regulatory requirements

Requirements:

- University degree in Life Sciences, Pharmacy or Science related
- Minimum 3 years of experience in the pharmaceutical or healthcare industry.
- Experience with Oncology or specialty care portfolio
- Strong sales and customer engagement capabilities
- Ability to communicate scientific and clinical information effectively to healthcare professionals
- Strong planning, prioritization, and territory management skills
- Commitment to compliance, integrity, and delivering high-quality execution

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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_MY

Site

Penang

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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