

Sales Representative - Commercial Portfolio

Job ID

REQ-10079211

Jun 10, 2026

LOC_MY

About the Role

Major accountabilities:

- Execute in-field commercial plans for assigned brands across the Central and East Coast territories.
- Engage healthcare professionals with approved product messages, clinical evidence, and appropriate product information in a compliant and customer-focused manner.
- Drive demand generation and achievement of agreed sales objectives through effective territory planning, customer segmentation, and value-based prioritisation.
- Use digital and CRM tools to support customer engagement, including data-driven call planning, next-best-action recommendations, and personalised omnichannel journeys.
- Collect and share market insights, customer needs, competitor activity, and territory opportunities to support business planning and execution.
- Collaborate closely with Marketing, Medical, Value & Access, Execution Excellence, and Sales leadership teams to deliver aligned business outcomes.
- Participate in local events, meetings, and promotional activities in line with Novartis policies, ethical standards, and local regulatory requirements.
- Continuously improve field execution quality by leveraging coaching feedback, performance insights, and field effectiveness reports.

Requirements:

- Minimum 2 years of pharmaceutical or healthcare sales experience.
- Proven experience in pharmaceutical or healthcare sales.
- Experience managing a portfolio of brands and working across defined territories.
- Strong track record in customer engagement, territory management, and sales 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

Selangor

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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