

Sales Representative (Immunology, NS)

Job ID

REQ-10082289

Jul 10, 2026

LOC_HU

About the Role

Főbb feladatok:

- Kiválasztott partnerekkel dolgozik együtt értékesítési és promóciós céllal.
- Hosszú távú, bizalomra épülő kapcsolatokat alakít ki kulcsfontosságú partnerekkel.
- Megérti az partnerek igényeit és elvárásait a siker érdekében.
- Meglévő ügyfelek céljaihoz igazított megoldásokat kínál.
- Elemzésre és lehetőségekre alapozva területi értékesítési terveket dolgoz ki.
- Rendezvényeket szervez a marketing/orvosi csapatokkal együttműködve, az üzleti stratégiák mentén.
- Azonosítja a potenciális partnereket, profilozza és szegmentálja őket, valamint naprakészen tartja a Novartis CRM adatokat.
- A Novartis termékeivel kapcsolatos technikai panaszok / nemkívánatos események / különleges esetek jelentése a beérkezéstől számított 24 órán belül.

Alapvető elvárások:

- Egyetemi vagy főiskolai egészségügyi vagy természettudományi végzettség
- Magyar nyelv írásban és szóban egyaránt.
- Minimum 3 év KAM, értékesítési képviselői tapasztalat gyógyszeriparban.
- Csapatmunkára való képesség.
- Kiváló kommunikációs készség.

Előnyös elvárások:

- Innovatív gyógyszeripari tapasztalat.
- Angol nyelvtudás.

Key Responsibilities:

- Collaborate with selected partners to achieve sales and promotional objectives.
- Build long-term, trust-based relationships with key stakeholders.
- Understand customer needs and expectations to drive success.
- Offer solutions tailored to the objectives of existing customers.
- Develop territory sales plans based on analysis and identified opportunities.
- Organize events in collaboration with Marketing and Medical teams, aligned with business strategies.
- Identify potential partners, profile and segment them, and maintain accurate and up-to-date customer information in the Novartis CRM system.
- Report technical complaints, adverse events, and special situations related to Novartis products within 24 hours of becoming aware of them.

Essential Requirements:

- University or college degree in a healthcare-related or life sciences field.
- Fluent Hungarian, both written and spoken.
- Minimum of 3 years of experience as a Key Account Manager (KAM) or Sales Representative within the

pharmaceutical industry.

- Strong teamwork and collaboration skills.
- Excellent communication skills.

Desirable Requirements:

- Experience within the innovative pharmaceutical industry.
- English language proficiency.

About Novartis Hungary:

Novartis is a leading pharmaceutical company renowned for its innovation. In Hungary, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Hungary. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

Benefits: Read our handbook to learn about all the ways we'll help you thrive personally and professionally [Novartis Life Handbook](#)

Expected Annual Base Salary Range for role: 8,953,000.00 - 16,627,000.00 HUF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity & 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 \(PDF 30 MB\)](#)

Primary location salary range

Ft8,953,000.00 - Ft16,627,000.00

Division

DIV_IM

Business Unit

General Management

Location

LOC_HU

Site

Budapest

Company / Legal Entity

HU02 (FCRS = HU002) Novartis Hungary

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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