

Sales Representative

Job ID
REQ-10084071
Jul 21, 2026
LOC_MY

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying, prioritizing, and engaging high-potential healthcare professionals and stakeholders.
- Build trusted, value-based relationships with customers through in-person and virtual engagement.
- Personalize customer engagement journeys by leveraging data, content, and multiple channels to meet customer preferences.
- Develop deep customer insights to understand business needs, decision drivers, challenges, and opportunities.
- Use data sources to plan, prioritize, and adapt territory, account, and customer interaction strategies.
- Partner with healthcare professionals, opinion leaders, and medical influencers to support better patient outcomes.
- Share customer insights with internal stakeholders to support relevant content, campaigns, and engagement plans.
- Collaborate compliantly with cross-functional teams to deliver solutions that address customer and patient needs.

Requirements :

- Sales experience within the healthcare, pharmaceutical, or a related industry.
- Experience engaging with government hospitals is preferred.
- Strong customer engagement skills, with the ability to identify needs and translate insights into meaningful actions.
- Comfortable using data, digital tools, and multichannel approaches to plan and personalize customer interactions.
- High ethical standards and a strong commitment to compliant, responsible ways of working.

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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