

Sales Representative, Oncology

Job ID

REQ-10082405

Aug 07, 2026

LOC_SG

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying, prioritizing, and engaging high-potential healthcare professionals and key stakeholders.
- Build strong, trusted customer relationships through value-based conversations across in-person and virtual channels.
- Personalize customer engagement plans using insights, data, available content, and customer preferences.
- Develop deep customer understanding and translate feedback into actions that create value and exceed expectations.
- Partner compliantly with cross-functional teams to address unmet customer and patient needs.
- Establish effective relationships with opinion leaders and medical influencers to support better patient outcomes.

Requirements:

- Degree in Science or a related field; a Pharmacy background is an advantage.
- Minimum 2 years of pharmaceutical sales experience, with hospital coverage experience.
- Oncology experience is preferred.
- Curious, customer-focused mindset with good knowledge of the relevant therapeutic area and portfolio.
- Strong relationship-building, communication, and stakeholder engagement skills.

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_SG

Site

Mapletree Business City (MBC)

Company / Legal Entity

SG04 (FCRS = SG004) Novartis Singapore Pte Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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