

Sales Representative - Guayaquil, Ecuador

Job ID

REQ-10084683

Aug 05, 2026

LOC_EC

About the Role

Key responsibilities

- Execute in-field commercial strategy for assigned brands, ensuring alignment with Therapeutic Area priorities and business objectives.
- Deliver high-quality, compliant customer engagement through tailored messaging and evidence-based discussions with healthcare professionals.
- Build, develop, and consolidate strategic relationships with key HCPs (e.g., oncologists/hematologists) and stakeholders in assigned accounts to generate long-term value for patients and the health system.
- Identify, segment, and prioritize high-potential customers using data and KPIs to drive decisions and strengthen demand and prescription.
- Identify and address ecosystem barriers impacting patient access; propose and coordinate practical solutions with internal partners and key institutions (public/private) to improve access pathways.
- Execute personalized omnichannel customer journeys using approved tools and platforms, leveraging digital and AI-enabled tools where appropriate.
- Collect, analyze, and share field insights on customer needs, market dynamics, and access challenges to inform cross-functional action plans.
- Collaborate cross-functionally with MSL, Access, KAM/SAM, Marketing, and Field Leadership to ensure aligned execution and compliant delivery.
- Ensure full compliance with company policies, ethical standards, and regulatory requirements in all activities.

Essential Requirements

- University degree in life sciences, business, or related field.
- Strong knowledge of the local healthcare ecosystem (key accounts, HCP networks, and access processes) in the assigned territory, with the ability to identify and address system barriers strategically.
- Demonstrated customer engagement and relationship-building capability with specialist HCPs (oncology/hematology preferred).
- Strong analytical mindset: ability to interpret data/KPIs, segment customers, and translate insights into action.
- Ability to work independently in the field while collaborating effectively in cross-functional teams.
- High integrity and a strong compliance mindset, with disciplined execution aligned to Novartis values.
- Strength in the following capabilities: Strategic Thinking; Integrity, Ethics & Compliance; Unbossed Collaboration & Empowerment.
- Fluency in Spanish; English is a plus.

Desirable Requirements

- Prior experience in oncology/hematology and/or access-focused account work within an innovative pharma or healthcare environment.
- Experience executing omnichannel engagement and using digital tools to enhance field performance.

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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.

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?

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Role Requirements

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Division

DIV_IM

Business Unit

Marketing

Location

LOC_EC

Site

Av. Amazonas (Pharmaceuticals / GDD / NTO / CTS)

Company / Legal Entity

EC01 (FCRS = EC001) Novartis Ecuador S.A.

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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