

Senior Medical Representative _ Neuroscience _ Ha Noi

Job ID

REQ-10084969

Sep 28, 2026

LOC_VN

About the Role

Major Accountabilities:

- Executes call plans for customers, including medical experts from customer or academic communities; calls on the right person to deliver the right message with the right frequency.
- Develops and applies understanding of customer organizations and networks and of diverse influences that affect customer decisions (e.g. peer relationships).
- Utilizes different tools (iPad, brochures, etc.) and channel to conduct effective product detail-ing, product presentation to healthcare professionals and/ or other key stakeholders.
- Applies product strategies to develop and implement territory plan, works effectively with Key Accounts (Hospitals, clinics, etc.) and with colleagues across other functions/units, striving to significantly surpass agreed objectives and QTQ targets (Quality – Target – Quantity).
- Provides insight into the local healthcare systems and their impact on Key Accounts; identifies new business opportunities with current or potential Accounts.
- Develops in-depth understanding of the Territory's market environment, hospitals, key decision makers and doctors; communicates stakeholder insights to internal associates and sup-ports development of new business strategies.
- Ensures that Novartis Pharmaceuticals Corporation products and supporting services are broadly understood and available to more patients and customers.
- Accountable for timely utilization of reporting tools (ex. Agora, QTQ report,...).
- Works within ethical and compliance policies.
- Serves as a communication bridge from field to Marketing and FLM / FFM.
- Other assignment as required.

Essential Requirements:

- Bachelor's degree in Pharmacy or Medicine.
- Have a minimum of 1 year of experience in similar role in the pharmaceutical industry.
- Demonstrate good interpersonal skills, proactive learning and a strong aptitude for collaboration.

Role Requirements

Division

DIV_IM

Business Unit

General Management

Location

LOC_VN
Site
Vietnam
Company / Legal Entity
VN04 (FCRS = VN004) Novartis Vietnam Company Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
[Apply to Job](#)

Job ID
REQ-10084969

Senior Medical Representative _ Neuroscience _ Ha Noi

[Apply to Job](#)

Source URL: <https://prod1.jobapi.novartis.com.cn/req-10084969-senior-medical-representative-neuroscience-ha-noi>

List of links present in page

1. <https://prod1.jobapi.novartis.com.cn/req-10084969-senior-medical-representative-neuroscience-ha-noi>
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Hospital---Medical-Representative--Sales-Specialist_REQ-10084969-1
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Hospital---Medical-Representative--Sales-Specialist_REQ-10084969-1