

Sales Representative

Job ID

REQ-10088872

Oct 05, 2026

LOC_MY

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritisation, and data-led call planning.
- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalised customer journeys across face-to-face and digital channels, supported by tools.
- Identify and share actionable insights on customer needs, market dynamics, competitor activity, and territory opportunities.
- Partner with Marketing, Medical, Value & Access, and Execution Excellence teams to deliver an integrated customer experience.
- Support local events, promotional activities, and product launches where required.
- Maintain accurate and timely customer-visit documentation while operating in line with Novartis policies, ethical standards, and local regulations.

Requirements:

- Minimum 2 years pharmaceutical sales experience with a record of delivering results.
- Experience engaging customers in both private and government hospital sector
- Oncology experience is preferred.
- Strong customer engagement, communication, territory planning, and relationship-building skills.
- Confidence using digital engagement platforms and CRM tools.
- Ability and willingness to travel within the assigned territory.

Role Requirements

Division

DIV_IM

Business Unit

Strategic Planning & BD&L

Location

LOC_MY

Site

Selangor

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (197101000541)

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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