

Senior Medical Representative _ Cardiovascular & Metabolism _ Binh Duong

Job ID

REQ-10080294

Oct 06, 2026

LOC_VN

About the Role

Main Responsibilities:

- Design business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations vital to achieve agreed objectives. Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales.
- Provide key account/hospital network support, market access support, including referral networks. Have a deep understanding in the respective specialist area and priority products.
- Enhance the knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors.
- Accomplish agreed contact, coverage and frequency targets through various communication channels. Ensure customer satisfaction and best in class customer relationship. Ensure the accurate and timely completion of all reports.
- Manage enquiries and complaints quickly and professionally and in accordance with company procedures. Contribute positively to the Sales and Marketing team through cooperative relationships and collaborative efforts to achieve team and company objectives.
- Deliver input into effective use of promotional funds and territory sales forecasting. Follow all adverse events guidelines and Code of Conduct Guidelines as promoted by Novartis.
- Territories: Binh Duong, Dong Nai, Ba Ria-Vung Tau.

Requirements:

- Bachelor's degree in pharmacy.
- Have a minimum of 2 year of sales experience in the pharmaceutical industry.
- Demonstrate good interpersonal skills and a strong aptitude for collaboration.

Role Requirements

Division

DIV_IM

Business Unit

Sales

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

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