

Representante de Ventas Concepción

Job ID

REQ-10075931

May 27, 2026

LOC_CL

About the Role

#LI-Onsite

Location: Chile | Southern Region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)

This role is based in Concepción, Chile Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Key Responsibilities

- Develop and maintain strong relationships with physicians and healthcare professionals across the assigned territory
- Deliver high-quality scientific and commercial product information in compliance with Novartis standards
- Execute territory planning and coverage with a strong focus on customer needs and business priorities
- Effectively influence clinical decision-making through data-driven, ethical, and customer-centric interactions
- Collaborate closely with internal stakeholders, including Marketing, Medical, and Sales leadership

Essential Requirements

- Solid scientific foundation with the ability to communicate complex data clearly
- Strong communication, influencing, and relationship-building skills
- Willingness and flexibility to travel frequently by car across the region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)
- Results-driven mindset and strong territory management capabilities

Desirable Experience

- Previous experience in high-cost therapies
- Exposure to therapeutic areas such as Oncology, Hematology, Immunology, Neuroscience, or Respiratory
- Experience working in highly competitive markets

Why Novartis

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

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

Marketing

Location

LOC_CL

Site

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Ventas)

Shift Work

No

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