

Senior Medical Representative _ Neuroscience _ Ha Noi

Job ID

REQ-10084969

Aug 12, 2026

LOC_VN

About the Role

Major 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.

Essential Requirements:

- Bachelor's degree in pharmacy.
- Have a minimum of 1 year of sales experience 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

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