

Sales Representative, Immunology- Chiayi/Yunlin

Job ID

REQ-10087164

Sep 02, 2026

LOC_TW

About the Role

Major accountabilities:

- Drive sales performance and achieve territory targets through effective planning and execution.
- Use customer and market data to identify and prioritise high-potential healthcare professionals and stakeholders who influence treatment decisions.
- Lead value-based conversations, in person and virtually, to understand customer challenges, decision drivers, pain points, and opportunities.
- Personalise and orchestrate customer journeys across multiple channels based on customer needs and preferences.
- Build sustained, trusted partnerships with healthcare professionals, opinion leaders, and medical influencers.
- Deliver memorable, customer-centric experiences by understanding the healthcare environment and supporting the right patient at the right time.
- Gather, analyse, and share customer insights to strengthen territory plans, campaigns, content, and cross-functional decision-making.
- Collaborate compliantly with internal teams to develop solutions for unmet customer and patient needs.

Requirements :

- Minimum 2 years sales experience in pharmaceutical or healthcare industry with proven track record.
- Immunology or specialty field experience or new product launch experience will be plus.
- A commercial mindset with a strong focus on execution and results.
- Ability to execute omnichannel customer journeys effectively.
- Analytical skills to interpret data and KPIs.
- Strong communication and interpersonal skills.
- Ability to work independently while collaborating across teams.
- Proven ability to use digital and AI tools as part of daily work.

Role Requirements

Division

DIV_IM

Business Unit

Sales

Location

LOC_TW

Site

Kao Hsiung

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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