

Sales Representative

Job ID

REQ-10087544

Sep 18, 2026

LOC_CL

About the Role

Key responsibilities

- Achieve or exceed sales and market-share targets by effectively promoting the portfolio and executing territory and account plans that maximize business potential.
- Identify customer needs, market opportunities, competitive dynamics, and risks, translating insights into prioritized account strategies and a strong, healthy pipeline.
- Build and sustain trusted partnerships with physicians, healthcare professionals, and other key stakeholders through value-based, customer-centric engagement.
- Deliver accurate, high-quality scientific and commercial product information, clearly communicating key messages and differentiating the portfolio in line with Novartis standards.
- Influence clinical and business decisions ethically through data-driven interactions that support customer needs and a positive customer experience.
- Plan and manage territory coverage effectively across Santiago.
- Maintain accurate customer and activity records, use CRM tools consistently, and leverage data insights to identify opportunities, optimize execution, and support reliable forecasting.
- Collaborate closely with Marketing, Medical, Patient Support Programs, Access, Sales leadership, and other internal partners to deliver coordinated business objectives.
- Execute all commercial activities with excellence and in full compliance with company policies, industry regulations, ethical standards, and applicable requirements.

Essential Requirements

- Relevant academic degree and experience in specialty care within the pharmaceutical industry; strong scientific foundation and clear communication of complex data; proficiency in the language(s) required for the territory.
- Proven ability to build strong interpersonal relationships and trusted partnerships with healthcare professionals and key stakeholders.
- Strong communication, influencing, customer-engagement, and relationship-building capabilities.
- Results-driven mindset with solid territory planning, strategic organization, pipeline development, and account management skills.
- Unwavering commitment to ethics, integrity, compliance, and the regulatory requirements governing customer interactions.
- Ability to use CRM tools and data-driven insights to assess market trends, customer needs, and competitive landscapes and translate them into effective business strategies.

Commitment to Diversity and Inclusion: Novartis is committed to building an outstanding, inclusive work environment and

diverse teams representative of the patients and communities we serve.

Role Requirements

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 (Sales)

Shift Work

No

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