NOVARTIS

Sales Representative- Immunology

Job ID
REQ-10090408
Nov 10, 2026
LOC_SG

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritisation, and data-led call planning.
- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalised customer journeys across face-to-face and digital channels, supported by tools.
- Identify and share actionable insights on customer needs, market dynamics, competitor activity, and territory opportunities.
- Partner with Marketing, Medical, Value & Access, and Execution Excellence teams to deliver an integrated customer experience.
- Support local events, promotional activities, and product launches where required.
- Maintain accurate and timely customer-visit documentation while operating in line with Novartis policies, ethical standards, and local regulations.

Requirements:

- At least 2 years of pharma sales experience in pharma industry
- Bachelor degree is required
- Immunology related experience is preferred
- Fluent and proficient in English (written and spoken)
- Strong negotiation and analytical skills.

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_SG
Site
Mapletree Business City (MBC)
Company / Legal Entity
SG04 (FCRS = SG004) Novartis Singapore Pte Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
Apply to Job

Job ID
REQ-10090408

Sales Representative- Immunology

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10090408-sales-representative-immunology*

List of links present in page

1. https://jobapi.novartis.com/req-10090408-sales-representative-immunology
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Mapletree-Business-City-MBC/Sales-Representative_REQ-10090408
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Mapletree-Business-City-MBC/Sales-Representative_REQ-10090408