NOVARTIS

Sales Representative Neuroscience (German speaking part)

Job ID
REQ-10089591
Oct 29, 2026
LOC_CH

About the Role

Key Responsibilities

Drive competitive sales growth

- Identify and prioritize high-potential healthcare professionals and relevant stakeholders using available data and customer insights.
- Drive sales performance by creating and orchestrating meaningful, high-quality customer experiences.
- Develop and continuously adapt territory, account and customer interaction plans based on insights, performance and evolving customer needs.
- Take ownership of customer engagement within your territory and contribute to the achievement of agreed business objectives.

Engage and build strong customer relationships

- Engage healthcare professionals through both in-person and virtual interactions, using value-based conversations to understand their challenges, priorities, decision drivers and unmet needs.
- Personalize customer engagement journeys based on individual preferences, relevant content and appropriate communication channels.
- Build long-term, trusted relationships with healthcare professionals through consistent, relevant and value-adding engagement.
- Deliver memorable, customer-centric experiences by listening to customer needs and developing a strong understanding of their healthcare environment.
- Establish effective working relationships with relevant opinion leaders and medical influencers within the territory, supporting improvements across the patient journey.

Develop deep customer insights

- Gather insights to understand what matters most to customers and identify opportunities to create additional value.
- Follow up on customer feedback and translate insights into meaningful actions.
- Leverage available data to dynamically prioritize and adjust territory, account and customer engagement plans.
- Share relevant customer and market insights with internal stakeholders to support the development and continuous improvement of content, campaigns and customer interaction plans.

Deliver value for customers and patients

- Collaborate with cross-functional colleagues to identify and implement solutions addressing unmet customer and patient needs.
- Act as a trusted partner to customers by listening, learning and developing a strong understanding of their needs and environment.
- Identify opportunities to create value-adding solutions while maintaining the highest standards of compliance and ethical conduct.
- Contribute to a collaborative, customer-focused culture by sharing insights, best practices and learnings across teams.

Ethics & compliance

- Demonstrate integrity, transparency and respect in all interactions with customers, colleagues and external stakeholders.
- Operate in accordance with the Novartis Code of Ethics, Values and Behaviors and all applicable policies and requirements.
- Ensure technical complaints, adverse events and relevant special-case scenarios are reported within required timelines.
- Manage the distribution of marketing samples where applicable and in accordance with relevant requirements.

What You'll Bring to the Role

Essential Requirements

- Experience in a customer-facing commercial, sales or healthcare environment.
- Strong customer orientation with the ability to build trusted and sustainable professional relationships.
- Excellent communication, influencing and interpersonal skills.
- Ability to understand customer needs and translate insights into relevant, value-adding interactions.
- Comfortable using data and insights to prioritize customers and manage territory activities.
- Strong collaboration skills and the ability to work effectively within cross-functional teams.
- High degree of ownership, agility and results orientation.
- Commitment to operating with integrity and in accordance with applicable ethical and compliance standards.
- Fluent German, with the ability to engage confidently with customers across the German-speaking region.

Desirable Requirements

- Previous pharmaceutical, biotechnology or healthcare sales experience.
- Experience engaging healthcare professionals and other stakeholders in a field-based environment.
- Knowledge of the Swiss healthcare environment.
- Previous experience within Neuroscience or a related therapeutic area.
- Experience with omnichannel or hybrid customer engagement.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 93,800.00 - 134,000.00 - 174,200.00 CHF Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

Role Requirements

Primary location salary range
CHF93,800.00 - CHF174,200.00
Division
DIV_IM
Business Unit
Marketing
Location
LOC_CH
Site
Rotkreuz (Field-Based)
Company / Legal Entity
C018 (FCRS = CH018) Novartis Pharma Schweiz AG
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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