NOVARTIS

Sales Representative (m/w/d) Derma

Job ID
REQ-10090586
Oct 29, 2026
LOC_AT

About the Role

Key responsibilities

- Independently engage and inform stakeholders in both outpatient and hospital settings, ideally within dermatology.
- Build, maintain, and continuously expand strong customer relationships across the assigned territory.
- Develop and execute strategic visit plans based on account plans, ensuring proper documentation of activities.
- Conduct territory analyses, including market and competitor insights, and translate findings into actionable plans.
- Execute marketing strategies effectively in close collaboration with Marketing and Sales Management to achieve revenue targets.
- Establish and maintain relationships with key opinion leaders (KOLs) and lead regional events to strengthen engagement.
- Participate in regional and national congresses and events within the therapeutic area.

Requirements

- Completed pharmaceutical representative certification or a degree in human, veterinary, or dental medicine, pharmacy, or a comparable field; fluent in German and English with at least 2 years of pharmaceutical sales experience.
- Experience in field sales within the pharmaceutical industry, ideally including hospital settings.
- Strong team collaboration skills with proven ability to build and maintain professional networks.
- Customer-oriented mindset with flexibility and strong negotiation skills.
- Excellent communication and presentation skills.
- Strong organizational and project management capabilities.
- Valid driver’s license (Class B).

Rewards

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

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 a minimum of 14 weeks paid parental leave.

Expected Annual Base Salary Range for role:

59,782.00 - 107,000.00 EUR

The 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. Further details will be provided during the application process.

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

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? https://www.novartis.com/about/strategy/people-and-culture

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally:
https://www.novartis.com/careers/benefits-rewards

Role Requirements

Primary location salary range
€60,978.00 - €107,000.00
Division
DIV_IM
Business Unit
Sales
Location
LOC_AT
Site
Vienna
Company / Legal Entity
AT06 (FCRS = AT006) Novartis Pharma GmbH
Functional Area
FCT_SA
Job Type

Full time
Employment Type
Regular
Shift Work
No
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