NOVARTIS

Senior Medical Representative _ Specialty _ Ha Noi

Job ID
REQ-10088846
Nov 01, 2026
LOC_VN

About the Role

Major accountabilities:

- Executes call plans for customers, including medical experts from customer or academic communities; calls on the right person to deliver the right message with the right frequency.
- Develops and applies understanding of customer organizations and networks and of diverse influences that affect customer decisions (e.g. peer relationships).
- Utilizes different tools (iPad, brochures, etc.) and channel to conduct effective product detailing, product presentation to healthcare professionals and/ or other key stakeholders.
- Applies product strategies to develop and implement territory plan, works effectively with Key Accounts (Hospitals, clinics, etc.) and with colleagues across other functions/units, striving to significantly surpass agreed objectives and QTQ targets (Quality – Target – Quantity).
- Provides insight into the local healthcare systems and their impact on Key Accounts; identifies new business opportunities with current or potential Accounts.
- Develops in-depth understanding of the Territory’s market environment, hospitals, key decision makers and doctors; communicates stakeholder insights to internal associates and sup-ports development of new business strategies.
- Ensures that Novartis Pharmaceuticals Corporation products and supporting services are broadly understood and available to more patients and customers.
- Accountable for timely utilization of reporting tools (ex. Agora, QTQ report,…).
- Works within ethical and compliance policies.
- Serves as a communication bridge from field to Marketing and FLM / FFM.
- Other assignment as required.

Essential Requirements:

- Bachelor's degree in Pharmacy or Medicine.
- Have a minimum of 2 years of experience in similar role in the pharmaceutical industry.
- Previous experience in specialty products is a plus.
- Demonstrate good interpersonal skills, proactive learning and a strong aptitude for collaboration.

Role Requirements

Division
DIV_IM
Business Unit
Sales

Location
LOC_VN
Site
Vietnam
Company / Legal Entity
VN04 (FCRS = VN004) Novartis Vietnam Company Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
Apply to Job

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