NOVARTIS

Sales Representative Oncology

Job ID
REQ-10090614
Nov 04, 2026
LOC_ES

About the Role

Key Responsibilities

Drive Competitive Sales Growth

- Drive sales performance by delivering relevant, value-based and customer-focused interactions.
- Identify and prioritize opportunities within your territory using available customer and market insights.
- Develop and continuously adapt territory, account and customer interaction plans based on data, insights and evolving customer needs.
- Take ownership of delivering business objectives within your assigned territory.

Build Strong Customer Relationships

- Build and maintain trusted, sustainable relationships with healthcare professionals and other relevant stakeholders.
- Personalize and orchestrate customer engagement journeys for target HCPs, reflecting their preferences and leveraging appropriate content and multiple engagement channels.
- Work in partnership with HCPs to develop meaningful and sustained collaboration over time.
- Deliver memorable, customer-centric experiences by actively listening to customer needs and developing a strong understanding of their healthcare environment.
- Engage customers through relevant, value-based conversations across both face-to-face and virtual channels.

Develop Customer Insights

- Develop a deep understanding of customers, their priorities and the environment in which they operate.
- Leverage available data sources to dynamically prioritize and adjust territory, account and customer engagement plans.
- Capture and share relevant customer insights with internal stakeholders on an ongoing basis.
- Contribute customer insights to support the development of relevant content, campaigns and interaction plans.

Deliver Value for Customers and Patients

- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act as a trusted partner to customers by listening, learning and identifying opportunities to create additional value.
- Work effectively across functions to support an integrated customer approach and improve the overall customer and patient experience.

Act with Integrity

- Act with integrity and honesty, treating customers and colleagues in a transparent and respectful manner.
- Ensure all customer interactions are conducted in a compliant and ethical way.
- Make responsible decisions when faced with ethical dilemmas and speak up when something does not seem right.
- Consistently demonstrate the Novartis Code of Ethics, Values and Behaviors.

Essential requirements:

- Strong commercial capabilities
- Scientific understanding
- Ability to work cross-functionally
- Spanish language proficiency
- University degree in Life Sciences, Business, Healthcare, or a related field
- Proven experience in pharmaceutical, healthcare, hospital or specialty sales
- Strong customer engagement and relationship-building capabilities
- Ability to conduct impactful value-based conversations with healthcare professionals and key stakeholders
- Demonstrated commercial mindset with a strong focus on execution and performance
- Excellent communication, influencing, and interpersonal skills.
- Ability to work independently while collaborating effectively within cross-functional teams
- High ethical standards, integrity, and commitment to compliance

Preferred requirements:

- Previous oncology experience, ideally in breast cancer

Commitment to Diversity & Inclusion

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

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives. In this role, you will have the opportunity to make an impact by building meaningful customer partnerships, delivering exceptional customer experiences and helping create value for patients and healthcare systems.

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: 48,300.00 - 69,000.00 - 89,700.00 EUR 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
€48,300.00 - €89,700.00
Division
DIV_IM
Business Unit
Sales
Location
LOC_ES
Site
Vizcaya
Company / Legal Entity
ES19 (FCRS = ES006) Mizar Farmacéutica, S.L.
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Ventas)
Shift Work
No
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