NOVARTIS

Sales Representative, Neuroscience- Central & South Area

Job ID
REQ-10084965
Nov 05, 2026
LOC_TW

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying and prioritizing high-potential HCPs and stakeholders through data insights.
- Orchestrate impactful, customer-centric engagements to maximize sales performance.
- Conduct value-based in-person and virtual discussions to uncover customer needs and decision drivers.
- Personalize multichannel engagement journeys with tailored content and touchpoints.
- Build long-term partnerships with HCPs and key opinion leaders to shape prescribing decisions and enhance patient outcomes.
- Translate customer feedback into actionable plans that deliver additional value and exceed expectations.
- Leverage data to design and continuously refine territory, account, and customer interaction plans.
- Lead regional key account strategy and collaborate across ecosystem partners to translate national strategies into regional execution.

Requirements:

- At least 3 years+ sales/ front-line customer engagement experience in Pharma industry (NS field will be a plus, established network within target customer group is a plus)
- Proven experience with key account management, marketing or alliance will be a plus
- Drugs Listing and self-pay promotion experience will be a plus
- Able to understand changing dynamics of Pharmaceutical industry and agile to changes
- Strong in stakeholder partnership and anticipate market needs/ opportunities/ challenges
- Proven record in leadership (project management or indirect-leading with impact)

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_TW
Site
Kao Hsiung
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)

Shift Work
No
Apply to Job

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