NOVARTIS

Sales Representative - CRM

Job ID
REQ-10092006
Nov 05, 2026
LOC_MY

About the Role

Major accountabilities:

- Drive competitive sales growth by developing and executing effective territory, account, and customer engagement plans.
- Personalize customer engagement journeys for target healthcare professionals by leveraging customer preferences, available content, data insights, and multiple engagement channels.
- Build long-term, trusted partnerships with healthcare professionals to strengthen collaboration and support improved outcomes for customers and patients.
- Deliver memorable, customer-centric experiences by listening to customer needs and understanding the healthcare environment in which they operate.
- Use available data sources to dynamically prioritize, refine, and adapt customer interaction plans.
- Share customer insights with internal stakeholders to support the development of relevant product, indication, campaign, and engagement content.
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs

Requirements:

- University degree in Life Sciences, Pharmacy or Science related
- Minimum 1 year of experience in the pharmaceutical or healthcare industry.
- Strong sales and customer engagement capabilities
- Ability to communicate scientific and clinical information effectively to healthcare professionals
- Strong planning, prioritization, and territory management skills
- Commitment to compliance, integrity, and delivering high-quality execution

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_MY
Site
Penang
Company / Legal Entity
MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (197101000541)
Functional Area
FCT_SA
Job Type

Full time
Employment Type
Regular (Sales)
Shift Work
No
Apply to Job

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