NOVARTIS

Sr/Sales Representative – Oncology, North Area

Job ID
REQ-10089390
Nov 05, 2026
LOC_TW

About the Role

Job Description

Major accountabilities:

- Drive sales performance and achieve territory targets through effective planning and execution.
- Use customer and market data to identify and prioritise high-potential healthcare professionals and stakeholders who influence treatment decisions.
- Lead value-based conversations, in person and virtually, to understand customer challenges, decision drivers, pain points, and opportunities.
- Personalise and orchestrate customer journeys across multiple channels based on customer needs and preferences.
- Build sustained, trusted partnerships with healthcare professionals, opinion leaders, and medical influencers.
- Deliver memorable, customer-centric experiences by understanding the healthcare environment and supporting the right patient at the right time.
- Gather, analyse, and share customer insights to strengthen territory plans, campaigns, content, and cross-functional decision-making.
- Collaborate compliantly with internal teams to develop solutions for unmet customer and patient needs.

Requirements :

- Minimum 5 years sales experience in pharmaceutical or healthcare industry with proven track record.
- Oncology or specialty field experience or new product launch experience preferred.
- Experience managing major academic medical centers
- Familiar with complex healthcare ecosystems, patient flow, and stakeholder mapping
- Capable of identifying growth opportunities and developing account plans
- Strong communication and interpersonal skills.
- Ability to work independently while collaborating across teams.
- Proven ability to use digital and AI tools as part of daily work.

Role Requirements

Division
DIV_IM
Business Unit
Marketing
Location
LOC_TW
Site
Taipei
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

Job ID
REQ-10089390

Sr/Sales Representative – Oncology, North Area

Apply to Job

Source URL: *https://jobapi.novartis.com/req-10089390-srsales-representative-oncology-north-area*

List of links present in page

1. https://jobapi.novartis.com/req-10089390-srsales-representative-oncology-north-area
2. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Taipei/Sr-Sales-Representative---Oncology--North-Area_REQ-10089390
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Taipei/Sr-Sales-Representative---Oncology--North-Area_REQ-10089390