NOVARTIS

Sales Representative - CRM

Job ID
REQ-10092045
Nov 10, 2026
LOC_SG

About the Role

Major accountabilities:

- Own and execute territory and customer plans using segmentation, value-based prioritisation, and data-led call planning.
- Build trusted relationships with healthcare professionals through high-quality, compliant product discussions grounded in approved clinical evidence.
- Deliver personalised customer journeys across face-to-face and digital channels, supported by tools.
- Identify and share actionable insights on customer needs, market dynamics, competitor activity, and territory opportunities.
- Partner with Marketing, Medical, Value & Access, and Execution Excellence teams to deliver an integrated customer experience.
- Support local events, promotional activities, and product launches where required.
- Maintain accurate and timely customer-visit documentation while operating in line with Novartis policies, ethical standards, and local regulations.

Requirements:

- Minimum 5 years sales experience with a record of delivering results.
- Experience engaging with Cardiologist
- Cardiovascular experience is preferred.
- Strong customer engagement, communication, territory planning, and relationship-building skills.
- Confidence using digital engagement platforms and CRM tools.

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location
LOC_SG
Site
Mapletree Business City (MBC)
Company / Legal Entity
SG04 (FCRS = SG004) Novartis Singapore Pte Ltd
Functional Area
FCT_SA
Job Type
Full time
Employment Type

Regular (Sales)
Shift Work
No
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