

# Representante de Ventas Concepción

Job ID  
REQ-10075931  
май 27, 2026  
Чили

## Сводка

At Novartis, we are reimagining medicine to improve and extend people's lives. As a Sales Representative, you will play a key role in strengthening our presence in the Southern Region of Chile by building trusted partnerships with healthcare professionals and delivering scientific, value-driven conversations that make a meaningful impact on patients. This role requires strong mobility across the region and the ability to manage a diverse portfolio across multiple therapeutic indications, combining scientific credibility with commercial excellence.

## About the Role

### #LI-Onsite

**Location:** Chile | Southern Region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)

This role is based in **Concepción, Chile** Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

## Key Responsibilities

- Develop and maintain strong relationships with physicians and healthcare professionals across the assigned territory
- Deliver high-quality scientific and commercial product information in compliance with Novartis standards
- Execute territory planning and coverage with a strong focus on customer needs and business priorities
- Effectively influence clinical decision-making through data-driven, ethical, and customer-centric interactions
- Collaborate closely with internal stakeholders, including Marketing, Medical, and Sales leadership

## Essential Requirements

- Solid scientific foundation with the ability to communicate complex data clearly
- Strong communication, influencing, and relationship-building skills
- Willingness and flexibility to travel frequently by car across the region (Concepción, Los Ángeles, Valdivia, Chillan and Temuco)
- Results-driven mindset and strong territory management capabilities

## Desirable Experience

- Previous experience in **high-cost therapies**
- Exposure to therapeutic areas such as **Oncology, Hematology, Immunology, Neuroscience, or Respiratory**
- Experience working in highly competitive markets

## Why Novartis

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**Why Novartis:** Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Дивизион  
International  
Business Unit  
Marketing  
Место  
Чили  
Сайт  
Santiago  
Company / Legal Entity  
CL01 (FCRS = CL001) Novartis Chile S.A.  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Ventas)

Shift Work

No

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