

# Sales Representative Prostate Cancer

Job ID  
REQ-10079430  
май 28, 2026  
Мексика

## Сводка

Job Description — Prostate Cancer Sales Rep

Main responsibilities of the role

Lead the orchestration of complex customer journeys, aligning multiple stakeholders to drive coordinated decisions within the healthcare ecosystem.

Build high-value partnerships with HCPs and key stakeholders, enabling sustained collaboration around patient pathways.

Provide memorable, customer-centric experiences beyond clinical differentiation by listening to needs and understanding the healthcare environment.

Use data and insights to dynamically prioritize accounts, anticipate opportunities, and continuously adapt action plans.

Share customer insights with internal stakeholders to inform product and referral-related content, campaigns, and interaction plans.

Collaborate effectively with cross-functional teams to create and implement solutions that address unmet needs of customers and patients.

Act with integrity and honesty, treating clients and colleagues in a transparent and respectful manner.

## About the Role

### Sales Representative - Prostate Cancer - RLT

#### Main responsibilities:

- Roles based in Mexico City, Guadalajara, Monterrey, León, Tijuana
- Lead the orchestration of complex customer journeys, aligning multiple stakeholders across the healthcare ecosystem
- Build and maintain high-value partnerships with healthcare professionals (HCPs) and key stakeholders
- Deliver customer-centric experiences by understanding needs and the broader healthcare environment
- Leverage data and insights to prioritize accounts, anticipate opportunities, and adapt strategies dynamically
- Share customer insights internally to inform campaigns, content, and engagement strategies
- Collaborate with cross-functional teams to design solutions addressing unmet patient and customer needs
- Operate with integrity, transparency, and strong ethical standards in all interactions
- Demonstrate strategic thinking and business acumen, connecting market dynamics with execution
- Exhibit strong stakeholder engagement, influencing diverse actors to drive actionable outcomes
- Possess relevant experience in healthcare customer-facing or B2B roles, with **strong plus: experience in the prostate cancer market**

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<https://www.novartis.com/about/strategy/people-and-culture>

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Дивизион

International

Business Unit

Marketing

Место

Мексика

Сайт

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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