NOVARTIS

# Sr/Sales Representative – Oncology, North Area

Job ID
REQ-10089390
Ноя. 05, 2026
Тайвань

### Сводка

Sr/Sales Representative, Oncology
Location: North Area

#LI- Onsite

Are you passionate about transforming customer engagement and helping improve patient outcomes? We are looking for a driven Sales Representative to accelerate growth, build trusted partnerships with healthcare professionals, and deliver meaningful, customer-centric experiences across the assigned territory.

Join us and help reimagine customer engagement while contributing to better outcomes for patients. Apply now or share this opportunity with someone who could be a great fit.

### 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.

**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
Тайвань
Сайт
Taipei
Company / Legal Entity
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)

Shift Work
No

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