NOVARTIS

# Senior Medical Representative _ Specialty _ Ha Noi

Job ID
REQ-10088846
Ноя. 01, 2026
Вьетнам

### Сводка

Location: Ha Noi #LI Hybrid
Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About The Role:
You will be responsible for driving territory performance, engaging healthcare professionals, and delivering scientific product communication within the assigned therapeutic area. You will build strong professional relationships with key stakeholders, execute territory plans, and contribute to improving patient access through effective customer engagement activities.

This role reports directly to Area Manager.

### About the Role

**Major accountabilities:**

- Executes call plans for customers, including medical experts from customer or academic communities; calls on the right person to deliver the right message with the right frequency.
- Develops and applies understanding of customer organizations and networks and of diverse influences that affect customer decisions (e.g. peer relationships).
- Utilizes different tools (iPad, brochures, etc.) and channel to conduct effective product detailing, product presentation to healthcare professionals and/ or other key stakeholders.
- Applies product strategies to develop and implement territory plan, works effectively with Key Accounts (Hospitals, clinics, etc.) and with colleagues across other functions/units, striving to significantly surpass agreed objectives and QTQ targets (Quality – Target – Quantity).
- Provides insight into the local healthcare systems and their impact on Key Accounts; identifies new business opportunities with current or potential Accounts.
- Develops in-depth understanding of the Territory's market environment, hospitals, key decision makers and doctors; communicates stakeholder insights to internal associates and sup-ports development of new business strategies.
- Ensures that Novartis Pharmaceuticals Corporation products and supporting services are broadly understood and available to more patients and customers.
- Accountable for timely utilization of reporting tools (ex. Agora, QTQ report,…).
- Works within ethical and compliance policies.
- Serves as a communication bridge from field to Marketing and FLM / FFM.
- Other assignment as required.

**Essential Requirements:**

- Bachelor's degree in Pharmacy or Medicine.
- Have a minimum of 2 years of experience in similar role in the pharmaceutical industry.
- Previous experience in specialty products is a plus.
- Demonstrate good interpersonal skills, proactive learning and a strong aptitude for collaboration.

**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

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Read our handbook (PDF 30 MB)

Дивизион
International
Business Unit
Sales
Место
Вьетнам
Сайт
Vietnam
Company / Legal Entity
VN04 (FCRS = VN004) Novartis Vietnam Company Ltd
Functional Area

Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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