

# Medical Representative \_ Cardiovascular & Metabolism \_ HCM

Job ID  
REQ-10087467  
сен 13, 2026  
Вьетнам

## Сводка

Location: HCM #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:

We are looking for experienced sales professionals. You will be responsible (directly or indirectly) for achieving sales targets, promoting the products to medical practitioners and allied health care professional as well as bringing specialist knowledge in assigned therapeutic area.

This role reports directly to Area Manager.

## About the Role

### Major accountabilities:

- Design business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations vital to achieve agreed objectives. Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales.
- Provide key account/hospital network support, market access support, including referral networks. Have a deep understanding in the respective specialist area and priority products.
- Enhance the knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors.
- Accomplish agreed contact, coverage and frequency targets through various communication channels. Ensure customer satisfaction and best in class customer relationship. Ensure the accurate and timely completion of all reports.
- Manage enquiries and complaints quickly and professionally and in accordance with company procedures. Contribute positively to the Sales and Marketing team through cooperative relationships and collaborative efforts to achieve team and company objectives.
- Deliver input into effective use of promotional funds and territory sales forecasting. Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis.

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### Essential Requirements:

- Bachelor's degree in pharmacy.
- Have a minimum of 1 year of sales experience in the pharmaceutical industry.
- 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>

**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  
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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- 2. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
- 3. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Vietnam/Medical-Representative---Cardiovascular---Metabolism---HCM\\_REQ-10087467-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Medical-Representative---Cardiovascular---Metabolism---HCM_REQ-10087467-1)
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