

Product Specialist - Oncology (Central)

Job ID
REQ-10020216
Nov 05, 2024
Malaysia

About the Role

Major Responsibilities:

Your responsibilities include, but not limited to:

- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Develop business plans and implement related activities like customer events, sales and marketing campaigns, sales presentations necessary to achieve agreed objectives. Provide network support, market access support, including referral networks
- Have a deep understanding in the respective specialist area and priority products. Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve 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. Handle enquiries quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives. Provide 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. Demonstrate Behavior in accordance with Novartis code of practice.

Minimum requirements

- Degree in Life Sciences, Pharmacy, Biomedical or other related discipline.
- Sales in Healthcare / Pharma / related business
- 1-2 years of experience covering hospitals
- Experience handling Oncology or Specialty portfolio
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.
- Digital & Technology Savvy

Role Requirements

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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<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Malaysia

Site

Selangor

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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