

# Field Product Specialist \_ Can Tho

Job ID  
REQ-10030358  
Nov 18, 2024  
Vietnam

## About the Role

- 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.

### Essential Requirements:

- Bachelor's degree in pharmacy
- Have a minimum of 3 years of sales experience in the pharmaceutical industry
- Demonstrate good interpersonal skills and a strong aptitude for collaboration
- Having experience in assigned territory is highly desirable: Can Tho

## 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?

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Division  
International  
Business Unit  
Innovative Medicines  
Location  
Vietnam  
Site  
Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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