

# Medical Representative, CardioMetabolic - Perth South

Job ID

REQ-10046121

Apr 02, 2025

Australia

## Summary

We have successfully changed countless lives as part of Novartis' Cardio Metabolic team. If you want to make a real difference in people's lives, this is a fantastic opportunity for you. Novartis is dedicated to increasing our impact, and currently, we have an exciting position available for a Medical Representative in Perth South territory.

As a Medical Representative, your task will be to meet agreed sales objectives, market share targets, and organizational objectives for the Cardio-Metabolic Franchise in Western Australia, focusing on delivering improvement for patients. You will predominantly be selling to key primary care accounts, General Practitioners and in some regional areas there is an opportunity to engage with a select group of specialists.

You will be reporting to an inspirational and driven Sales Leader; you will find opportunities for growth beyond this role. We value candidates who have career aspirations and a strong team spirit. Bringing to the table a sense of inspiration, curiosity, and initiative, you will play a crucial part in our local team.

## About the Role

- Deliver on Franchise and Brand goals including the achievement of financial and/or share targets for an assigned territory and as part of State or National goals
- Achieve this through high quality sales interactions utilizing the 6IB selling model and delivering meaningful customer coverage and frequency
- Effectively engage with the community of primary care HCPs involved in the management of Heart Failure to drive sales and strategic outcomes
- Stay current on standards of care and practice in the Cardio-Metabolic field and maintain up-to-date knowledge of scientific literature
- Maintain up-to-date knowledge of competitive products, sales messages, key competitive features and benefits and how this relates to our Cardio Metabolic line of products and understand the cross functional matrix. Work as a team player cross-functionally
- Manage and leverage this to achieve business outcomes and contribute strongly to cross functional planning at a State and Regional level
- Demonstrate and develop personal capabilities in thinking about, acting on and achieving business objectives in a manner that goes beyond just the sales call
- Ensure high level of quality assurance and compliance in all activities and be aware of the content and the application of the Medicines Australia's Code of Conduct regarding representative activity

## What you'll bring to the role:

- Tertiary qualifications in related field / paramedical background.
- Passionate and enthusiastic rookie or a pharmaceutical industry sales professional.
- Excellent collaboration and engagement skills with partners across the organisation and with HCPs.
- Agile and adaptable nature, able to work in a rapidly changing environment.
- Strategic mindset along with passion and a high emotional intelligence will be critical to be successful in this role.
- You will come with a positive mind set, demonstrated experience working successfully as a team player while equally proficient at being a self-motivated autonomous operator.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<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

Australia

Site

Western Australia (WA)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Job ID  
REQ-10046121

## Medical Representative, CardioMetabolic - Perth South

[Apply to Job](#)

---

**Source URL:** <https://prod1.novartis.com/careers/career-search/job/details/req-10046121-medical-representative-cardiometabolic-perth-south>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Western-Australia-WA/Medical-Representative--CardioMetabolic---Perth-South\\_REQ-10046121](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Western-Australia-WA/Medical-Representative--CardioMetabolic---Perth-South_REQ-10046121)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Western-Australia-WA/Medical-Representative--CardioMetabolic---Perth-South\\_REQ-10046121](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Western-Australia-WA/Medical-Representative--CardioMetabolic---Perth-South_REQ-10046121)