

Senior Sales Executive

Job ID

REQ-10052607

May 19, 2025

Hong Kong Special Administrative Region, China

Summary

-The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

About the Role

About the role:

We are looking for a salesperson to help us benefit more patients at a faster pace. You will deliver professional medical knowledge, leading therapeutic regimen to benefit patients with more cost-effective, safe, and effective treatment. This position is directly reporting to sales manager.

Key Responsibilities :

- 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 Key account/hospital network support, market access support, including referral networks.
- Have a deep understanding in the respective 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, and the accurate and timely completion of all reports.
- Handle enquiries and complaints 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.

Essential Requirements:

- University degree holder in life science
- At least 1 year working experience in HK major pharmaceutical companies.
- Key account management experience preferred.
- Relative specialty experience preferred.

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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Division
International
Business Unit
Innovative Medicines
Location
Hong Kong Special Administrative Region, China
Site
Hong Kong
Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma
Functional Area
Sales
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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