

(Sr.) Sales Executive

Job ID
REQ-10037167

1月 20, 2025

Hong Kong Special Administrative Region, China

摘要

-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 2 years working experience in HK major pharmaceutical companies.
- Key account management experience preferred.
- Relative specialty experience preferred.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

为什么选择诺华：

我们的使命是创想医药未来，改善人们生活质量，延长人类寿命。我们的愿景是成为全球最具价值和最值得信赖的医药健康企业。我们如何实现这一目标？和我们的员工一起！正是我们的员工每天推动着我们不断进取，达成愿景。加入我们，成为诺华的一员！[点击此处了解更多：](https://www.novartis.com/about/strategy/people-and-culture)

<https://www.novartis.com/about/strategy/people-and-culture>

You ' ll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

(If something more country specific please use - editable Section unique to each country/function - share what you can)

您将得到：

您可以在诺华生活手册中找到有关我们的福利和奖励的所有信息。 <https://www.novartis.com/careers/benefits-rewards>

(也可以使用更多针对具体国家与职能的信息)

Commitment to Diversity and Inclusion / EEO:

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

对多元化和包容性/平等就业机会的承诺：

诺华致力于为我们所服务的患者和社区建立一个优秀、包容的工作环境和多元化的团队。

Accessibility and Accommodation:

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

无障碍及便利设施：

诺华承诺与残障人士共事并为他们提供合理的便利设施。如果您由于健康状况或残障，在招聘过程的任何环节需要合理便利设施，或者为了履行职位的基本职能，请发送电子邮件至 diversityandincl.china@novartis.com 告知您的需求和联系方式，并在邮件中附上您的职位申请编号。

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>. You can follow us via Novartis Group Recruitment WeChat Official Account and Novartis Group WeChat Video Account.

加入我们的诺华网络：

如果该职位不适合您的经验或职业目标，但您希望保持联系以了解更多有关诺华和我们的职业机会信息，请在此处加入诺华网络：<https://talentnetwork.novartis.com/network>。您也可以关注诺华集团招聘微信公众号及诺华集团招聘微信视频号。

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>

部门

International

Business Unit

Innovative Medicines

地点

Hong Kong Special Administrative Region, China

站点

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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