

## Field Product Specialist- Ha Noi

Job ID  
REQ-10041065

2月 19, 2025

Vietnam

### 摘要

Location: Ha Noi #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role:

We are looking for experienced sales professionals to help us with our ambitious mission to reach twice as many patients twice as fast. You will be responsible (directly or indirectly) for achieving sales targets, promoting the products to medical practitioners and allied health care professional as well as bringing specialist knowledge in Immunology therapeutic area.

This role reports directly into the Area Manager.

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.
- Accomplish 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.
- Manage enquiries and complaints quickly and professionally and in accordance with company procedures. Contribute positively to the Sales and Marketing team through cooperative relationships and collaborative efforts to achieve team and company objectives.
- Deliver 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:

- 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: Bach Mai, Tim Ha Noi,...
- Experience in overseeing Cardiovascular products portfolio is an advantage

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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部门  
International

Business Unit  
Universal Hierarchy Node

地点  
Vietnam

站点  
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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