

## Sales Executive

Job ID  
REQ-10059989

8月 12, 2025

Taiwan

### 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

Major accountabilities:

- Drive Competitive Sales Growth -Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions -Drive sales performance through the skillful orchestration of positive customer experiences -Engage and Build Relationships.
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities -Personalize and orchestrate

customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels -Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis -Deliver memorable, customer-centric experiences beyond clinical differentiation by listening to their needs and understanding their healthcare environment -Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time) -Develop Deep Customer Insights and Understanding -Gather insights on the customer's business to uncover what is important to them -Follow up on customer feedback and translate responses into actions that create additional value and exceed expectations -Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans -Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans -Deliver Value to Customers and Patients -Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs -Act as a trusted partner to the customer for the purpose of helping them run their business; listen to learn; strive to deepen the relationship in a compliant and ethical manner; position themselves to create value-add solutions.

- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.
- When facing ethical dilemmas, do the right thing and speak up when things don't seem right.
- Live by Novartis Code of Ethics and Values and Behaviors.

Key performance indicators:

- Achieve sales performance/ target assigned
- Market share
- Growth rate
- Fully compliant

Minimum Requirements:

Work Experience:

- Welcome fresh graduate, major in Pharmacy, Bio-science, Business Management related
- Able to fast build network to target Customer Group.
- Project management, good at communication, able to deliver and drive results
- fast learner and adaption in AI-technology
- Responsible field: airway disease

Skills:

- Account Management.
- Commercial Excellence.
- Communication Skills.
- Compliance and Ethics.
- Conflict Management.
- Cross-Functional Coordination.
- Customer Insights.
- Influencing Skills.
- Negotiation Skills.

- Selling Skills.
- Technical Skills.

Languages :

- Mandarin (fluency)
- English (basic)

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.  
[Read our handbook \(PDF 30 MB\)](#)

部门  
International

Business Unit  
Sales

地点  
Taiwan

站点  
Taipei

Company / Legal Entity  
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular (Sales)

Shift Work  
No

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function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kulturaplayer698391bb1364b008610562"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth < originalWidthValue) {
  var config = { targetId:
    "kulturaplayer698391bb1364b008610562", provider: { widgetId: "10m7rm1pm", partnerId:
    "2076321", uiConfd: "55802022" }, playback: { autoplay: false, autopause: false,
    allowMutedAutoPlay: false, loop: false }, sources: { options: {} }, startTime: 0 }, plugins: { download: {
    disable: true }, "playkit-js-transcript": { position: "right", // Default: bottom; ('left', 'right', 'top', 'bottom') to
    enable transcript. expandMode: "over", // Default: alongside; ('alongside', 'hidden', 'over')
    expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
    true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
    components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
    'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
      KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
    false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
    position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
    js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
    config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
    config.ui.uiComponents = []; config.plugins.googleTagManager = {};
    config.plugins.googleTagManager.customEventsTracking = {};
    config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
    config.plugins.googleTagManager.customEventsTracking.custom = [];
    config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
    false, playlistEvents: false, castEvents: false } };

try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); setTimeout(() => {
  setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
```

```
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {  
  players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===  
  'function') { otherPlayer.pause(); } });});}); } catch (e) { console.error(e.message) }
```



## VIDEO

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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