Field Product Specialist _Oncology _Ha Noi

Job ID
REQ-10068718

3   01, 2026

Vietnam

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. 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 assigned therapeutic area.

This role reports directly to Area Manager.

About the Role

Major Responsibilities:

- 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 1 year of sales experience in the pharmaceutical industry.
- Prefer candidate with experience in Oncology portfolio.
- Demonstrate good interpersonal skills and a strong aptitude for collaboration.
- Proactive learning and hard-working.

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)

International

Business Unit
Sales

Vietnam

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

function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69c2c946753ba544375993"); 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   var config = { targetId:
"kalturaplayer69c2c946753ba544375993", provider: { widgetId: "1Om7rm1pm", partnerId:
"2076321", uiConfId: "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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Apply to Job

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oncology-ha-noi

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2. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Vietnam/Field-Product-Specialist---Oncology---Ha-NoiREQ-10068718-1
4. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Vietnam/Field-Product-Specialist---Oncology---Ha-NoiREQ-10068718-1