Sales Executive (Taipei)

Job ID
REQ-10069990

1   30, 2026

Taiwan

#LI-Hybrid

This role is based in Taipei, Taiwan. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Sales Executive is a field-based role reporting directly to the Business Manager (Lead). The Sales Executive is responsible for reinforcing in-depth understanding of the renal product by facilitating introductions to Medical Scientific Liaisons. The role involves identifying and engaging the ideal physicians to nominate the renal product for hospital listing, as well as mapping and maintaining relationships with key stakeholders involved in the process. In addition, the sales executive collaborates closely with the Key Account Manager team to clarify hospital listing procedures and supports the Marketing team in preparing and submitting the required documentation.

About the Role

Key Responsibilities:

- Maintain outstanding knowledge of IgAN disease and its complication management using Novartis learning tools.
- Achieve agreed customer engagement targets through face-to-face meetings based on the approved customer list.
- Raise awareness of the health economic benefits of IgAN treatment, including reduction in complications and improved patient outcomes.
- Collaborate with relevant healthcare professionals (e.g., nephrologists, emergency response teams, nurses, clinical pharmacists) to support training and optimize treatment outcomes.
- Partner with medical personnel to deliver a coordinated approach that helps hospitals identify and implement improvements in patient care pathways.

Work Requirements:

- 2–4 years of pharmaceutical sales experience, preferably in Medical Center (MC) and/or Regional Hospital (RH) accounts.
- Strong knowledge of the pharmaceutical industry and its evolving environment, with a proven track record of high achievement.
- Experience with hospital listing processes in Medical Center and Regional Hospital; self-pay experience is a plus.
- Excellent interpersonal communication and collaboration skills, both internally and externally.
- Ability to organize, prioritize, and work effectively, with a solid understanding of internal and external ethical guidelines.

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

Marketing

Taiwan

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

function adjustKalturaPlayer() { var deviceWidth = window.innerWidth || document.documentElement.clientWidth || document.body.clientWidth; var mediaElement = document.getElementById("kalturaplayer6983941747e50528634121"); 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: "kalturaplayer6983941747e50528634121", provider: { widgetId: "1Om7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: O }, 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:

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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 } };
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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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2. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
3. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Taipei/Sales-Executive--Taipei-REQ-10069990
4. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Taipei/Sales-Executive--Taipei-REQ-10069990