SENIOR PRODUCT SPECIALIST

Job ID
REQ-10085882

八月 18, 2026

India

Disponible en: Espa ñ ol | P y c c | Deutsch | English | Fran ç ais | Italiano | 日本語 | Nederlands | Sloven š č in | T ü rk | 中文

摘要

El representante de ventas es uno de los principales impulsores de nuestras interacciones con los clientes y del rendimiento de las ventas. Son la cara de nuestro enfoque de experiencia del cliente y construyen relaciones profundas que brindan valor a los clientes y pacientes con el fin de impulsar el crecimiento de las ventas de una manera é tica y conforme.

About the Role

Major Accountabilities

- Impulse el crecimiento competitivo de las ventas
- Personalice y organice los recorridos de interacci ó n con el cliente para los profesionales de la

salud objetivo reflejando las preferencias de los clientes, aprovechando el contenido disponible y los m ú ltiples canales de interacci ó n
-Fomentar el compromiso trabajando en colaboraci ó n con los profesionales sanitarios para desarrollar una colaboraci ó n sostenida a lo largo del tiempo para Novartis
-Ofrezca experiencias memorables y centradas en el cliente m á s all á de la diferenciaci ó n cl í nica escuchando sus necesidades y comprendiendo su entorno sanitario
-Aproveche las fuentes de datos disponibles para crear, priorizar din á micamente y ajustar planes relevantes de interacci ó n con el territorio, la cuenta y el cliente
-Compartir la informaci ó n de los clientes con las partes interesadas internas pertinentes de forma continua para apoyar el desarrollo de contenido, campa ñ as y planes de interacci ó n relacionados con el producto y la indicaci ó n.
-Entregue valor a clientes y pacientes
-Colabore de manera compatible con equipos multifuncionales para dise ñ ar e implementar soluciones que aborden las necesidades insatisfechas de los clientes y pacientes.
-Actuar con integridad y honestidad tratando a los clientes y colegas de manera transparente y respetuosa con una intenci ó n clara. Cuando te enfrentes a dilemas é ticos, haz lo correcto y habla cuando las cosas no parezcan correctas. Vivir seg ú n el C ó digo de É tica y Valores y Comportamientos de Novartis.

Key Performance Indicators

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Work Experience

NA

Skills

Habilidades de venta
Informaci ó n sobre los clientes
Habilidades de comunicaci ó n
Habilidades de influencia
Gesti ó n de conflictos
Habilidades de negociaci ó n
Habilidades T é cnicas
Gesti ó n de cuentas
Coordinaci ó n interfuncional
Sector Sanitario
Excelencia Comercial
É tica
Conformidad

Language

Ingl é s

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
India

站点
Telangana

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Ventas)

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af221eeda807773528477", provider: { widgetId: "10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop: false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.plugins["transcript"]) { config.plugins["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 }; } if (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.plugins["googleAnalytics"]) { 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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// Ensure the global player registry array always exists, regardless of embed type. window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) { window.kalturaPlayerVideos.push(player); // Notify kaltura datalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }
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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.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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