

Dermatologist and Rheumatologist Sales Representative

Job ID
REQ-10086772

9月 02, 2026

Spain

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摘要

About the Role

Are you passionate about improving patient outcomes through meaningful partnerships with healthcare professionals? As a Sales Representative at Novartis, you will be at the forefront of customer engagement, driving commercial performance through personalized, data-driven interactions and delivering exceptional value to healthcare providers and patients.

In this role, you will build trusted relationships with healthcare professionals and key stakeholders, uncover customer insights, and collaborate across functions to create customer-centric solutions that improve the patient journey while supporting business growth in a compliant and ethical manner.

Please know that the geographic scope of this role is Vizcaya.

About the Role

Key Responsibilities

- Identify, prioritize, and engage high-potential healthcare professionals and stakeholders using available data and customer insights.
- Drive sales performance through the delivery of personalized, value-based customer experiences across multiple engagement channels.
- Build long-term partnerships with healthcare professionals by understanding their needs, challenges, and treatment priorities.
- Develop and execute tailored customer engagement plans that reflect customer preferences and support improved patient outcomes.
- Establish productive relationships with key opinion leaders and influential stakeholders within the territory.
- Gather, analyze, and share customer insights to support the development of effective campaigns, content, and engagement strategies.
- Collaborate compliantly with cross-functional teams, including Marketing, Medical, Value & Access, and other partners, to address customer and patient needs.
- Utilize digital, AI-enabled, and omnichannel tools to enhance customer engagement effectiveness and territory planning.
- Act as a trusted partner by providing relevant scientific and product information while maintaining the highest standards of compliance and ethics.
- Ensure timely reporting of adverse events, technical complaints, and special case scenarios, and support the compliant distribution of marketing materials and samples where applicable.

Essential Requirements

- University degree in Life Sciences, Business, Healthcare, or a related field.
- Proven experience in pharmaceutical, healthcare, or specialty sales.
- Experience in rheumatology and/or dermatology.
- Strong customer engagement and relationship-building capabilities.
- Ability to conduct impactful value-based conversations with healthcare professionals and key stakeholders.
- Demonstrated commercial mindset with a strong focus on execution and performance.
- Excellent communication, influencing, and interpersonal skills.
- Strong analytical skills with the ability to interpret data and translate insights into action.
- Experience utilizing digital, CRM, AI-enabled, or omnichannel engagement tools.
- Ability to work independently while collaborating effectively within cross-functional teams.
- High ethical standards, integrity, and commitment to compliance.

Desirable Requirements

- Experience within the pharmaceutical industry and healthcare ecosystem.
- Knowledge of territory management, customer segmentation, and omnichannel engagement strategies.

Commitment to Diversity & Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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?

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 48,300.00 - 69,000.00 - 89,700.00 EUR Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

<https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

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 \(PDF 30 MB\)](#)

Primary location salary range
€ 48,300.00 - € 89,700.00

部门
International

Business Unit
Sales

地点
Spain

站点
Vizcaya

Company / Legal Entity
ES19 (FCRS = ES006) Mizar Farmac é utica, S.L.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
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"kalturaplayer6a9c80ddac2d2448588601", 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
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(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 } }; }
```

```
// 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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