NOVARTIS

Sales Representative Neuroscience (German speaking part)

Job ID
REQ-10089591

十月 29, 2026

Switzerland

摘要

Are you passionate about building meaningful customer relationships and making a difference for patients?

As a Sales Representative Neuroscience, you will be a key driver of our customer interactions and sales performance across the German-speaking part of Switzerland. You will represent our customer experience approach in the field, building strong and sustainable relationships with healthcare professionals and other key stakeholders.

By combining customer insights, data and a deep understanding of the healthcare environment, you will create personalized customer experiences that deliver value for healthcare professionals and patients while driving sustainable sales growth in a compliant and ethical manner.

About the Role

Key Responsibilities

Drive competitive sales growth

- Identify and prioritize high-potential healthcare professionals and relevant stakeholders using available data and customer insights.
- Drive sales performance by creating and orchestrating meaningful, high-quality customer experiences.
- Develop and continuously adapt territory, account and customer interaction plans based on insights, performance and evolving customer needs.
- Take ownership of customer engagement within your territory and contribute to the achievement of agreed business objectives.

Engage and build strong customer relationships

- Engage healthcare professionals through both in-person and virtual interactions, using value-based conversations to understand their challenges, priorities, decision drivers and unmet needs.
- Personalize customer engagement journeys based on individual preferences, relevant content and appropriate communication channels.
- Build long-term, trusted relationships with healthcare professionals through consistent, relevant and value-adding engagement.
- Deliver memorable, customer-centric experiences by listening to customer needs and developing a strong understanding of their healthcare environment.
- Establish effective working relationships with relevant opinion leaders and medical influencers within the territory, supporting improvements across the patient journey.

Develop deep customer insights

- Gather insights to understand what matters most to customers and identify opportunities to create additional value.
- Follow up on customer feedback and translate insights into meaningful actions.
- Leverage available data to dynamically prioritize and adjust territory, account and customer engagement plans.
- Share relevant customer and market insights with internal stakeholders to support the development and continuous improvement of content, campaigns and customer interaction plans.

Deliver value for customers and patients

- Collaborate with cross-functional colleagues to identify and implement solutions addressing unmet customer and patient needs.
- Act as a trusted partner to customers by listening, learning and developing a strong understanding of their needs and environment.
- Identify opportunities to create value-adding solutions while maintaining the highest standards of compliance and ethical conduct.
- Contribute to a collaborative, customer-focused culture by sharing insights, best practices and

learnings across teams.

Ethics & compliance

- Demonstrate integrity, transparency and respect in all interactions with customers, colleagues and external stakeholders.
- Operate in accordance with the Novartis Code of Ethics, Values and Behaviors and all applicable policies and requirements.
- Ensure technical complaints, adverse events and relevant special-case scenarios are reported within required timelines.
- Manage the distribution of marketing samples where applicable and in accordance with relevant requirements.

What You ' ll Bring to the Role

Essential Requirements

- Experience in a customer-facing commercial, sales or healthcare environment.
- Strong customer orientation with the ability to build trusted and sustainable professional relationships.
- Excellent communication, influencing and interpersonal skills.
- Ability to understand customer needs and translate insights into relevant, value-adding interactions.
- Comfortable using data and insights to prioritize customers and manage territory activities.
- Strong collaboration skills and the ability to work effectively within cross-functional teams.
- High degree of ownership, agility and results orientation.
- Commitment to operating with integrity and in accordance with applicable ethical and compliance standards.
- **Fluent German**, with the ability to engage confidently with customers across the German-speaking region.

Desirable Requirements

- Previous pharmaceutical, biotechnology or healthcare sales experience.
- Experience engaging healthcare professionals and other stakeholders in a field-based environment.
- Knowledge of the Swiss healthcare environment.
- Previous experience within Neuroscience or a related therapeutic area.
- Experience with omnichannel or hybrid customer engagement.

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: 93,800.00 - 134,000.00 - 174,200.00 CHF 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

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
CHF93,800.00 - CHF174,200.00

部门
International

Business Unit
Marketing

地点
Switzerland

站点
Rotkreuz (Field-Based)

Company / Legal Entity
C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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