NOVARTIS

Sales Representative Immunology

Job ID
REQ-10091235

十一月 02, 2026

Spain

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

摘要

Le repr é sentant commercial est l ' un des principaux moteurs de nos interactions avec les clients et de nos performances de vente Ils sont le visage de notre approche de l ' exp é rience client et é tablissent des relations profondes qui apportent de la valeur aux clients et aux patients afin de stimuler la croissance des ventes de mani è re conforme et é thique.

About the Role

Major Accountabilities

-Stimuler la croissance des ventes concurrentielles
-Identifiez et hi é rarchisez les clients à fort potentiel gr â ce à l ' analyse des donn é es (professionnels

de la sant é et parties prenantes) qui influencent les d é cisions en mati è re de prescription.
~Stimulez les performances commerciales gr â ce à l ' orchestration habile d ' exp é riences client positives
~Engagez-vous et é tablissez des relations.
~Engagez des conversations bas é es sur la valeur (en personne et virtuellement) pour comprendre les d é fis critiques des clients, les facteurs de d é cision, les points faibles et les opportunit é s.
~Personnalisez et orchestrez les parcours d ' engagement client pour les professionnels de la sant é cibles en refl é tant les pr é f é rences des clients, en tirant parti du contenu disponible et de multiples canaux d ' engagement
~Renforcer l ' engagement en travaillant en partenariat avec les professionnels de la sant é afin de d é velopper une collaboration durable au fil du temps pour Novartis
~Offrez des exp é riences m é morables et centr é es sur le client, au-del à de la diff é renciation clinique, en é coutant leurs besoins et en comprenant leur environnement de soins de sant é .
~Etablir des relations de travail efficaces avec les leaders d ' opinion et les principaux influenceurs m é dicaux (au niveau du territoire) et challenger les comportements actuels afin d ' am é liorer le parcours patient (bon patient, bon moment)
~D é velopper une connaissance et une compr é hension approfondies des clients
~Recueillez des informations sur l ' activit é du client pour d é couvrir ce qui est important pour lui
~Assurer le suivi des commentaires des clients et traduire les r é ponses en actions qui cr é ent de la valeur ajout é e et d é passent les attentes.
~Exploitez les sources de donn é es disponibles pour cr é er, hi é rarchiser et ajuster dynamiquement les plans d ' interaction pertinents avec les territoires, les comptes et les clients.
~Partager en permanence les informations sur les clients avec les parties prenantes internes concern é es afin de soutenir le d é veloppement de contenus, de campagnes et de plans d ' interaction li é s aux produits et aux indications.
~Offrir de la valeur aux clients et aux patients
~Collaborer en toute conformit é avec les é quipes interfonctionnelles pour concevoir et mettre en œuvre des solutions qui r é pondent aux besoins non satisfaits des clients et des patients.
~Agir en tant que partenaire de confiance pour le client dans le but de l ' aider à g é rer son entreprise ; é couter pour apprendre ; s ' efforcer d ' approfondir la relation d ' une mani è re conforme et é thique ; se positionnent pour cr é er des solutions à valeur ajout é e.
~Agir avec int é grit é et honn ê tet é en traitant les clients et les coll è gues de mani è re transparente et respectueuse avec une intention claire. Lorsque vous ê tes confront é à des dilemmes é thiques, faites ce qui s ' impose et exprimez-vous lorsque les choses ne semblent pas justes. Respectez le Code d ' é thique et les valeurs et comportements de Novartis.

Key Performance Indicators

~À remplir au niveau local, sur la base des orientations qui d é couleront des r é sultats du Conseil de gestion de la performance de l ' engagement sur le terrain de l ' IMI.

Work Experience

~NA

Skills

~Comp é tences de vente
~Informations sur les clients
~Comp é tences en communication

Comp é tences d'influence
Gestion des conflits
Comp é tences en n é gociation
Comp é tences techniques
Gestion de compte
Coordination interfonctionnelle
Secteur de la sant é
Excellence commerciale
É thique
Conformit é

Language

Anglais

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
Alicante

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

Alternative Location 1
Murcia, Spain

Functional Area
Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

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