

## Sales Representative (Neuroscience - Kaohsiung)

Job ID  
REQ-10074332  
мар 24, 2026  
Тайвань

### Сводка

#LI-Hybrid

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

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner. This role will report directly to Business Lead

### About the Role

#### Key Responsibilities:

- Drive competitive sales growth by identifying and prioritizing high-potential HCPs and stakeholders through data insights.
- Orchestrate impactful, customer-centric engagements to maximize sales performance.
- Conduct value-based in-person and virtual discussions to uncover customer needs and decision drivers.
- Personalize multichannel engagement journeys with tailored content and touchpoints.
- Build long-term partnerships with HCPs and key opinion leaders to shape prescribing decisions and enhance patient outcomes.
- Translate customer feedback into actionable plans that deliver additional value and exceed expectations.
- Leverage data to design and continuously refine territory, account, and customer interaction plans.
- Lead regional key account strategy and collaborate across ecosystem partners to translate national strategies into regional execution.

#### Work Requirements:

- At least 3 years+ sales/ front-line customer engagement experience in Pharma industry (NS field will be a plus, established network within target customer group is a plus)
- Proven experience with key account management, marketing or alliance will be a plus
- Drugs Listing and self-pay promotion experience will be a plus
- Able to understand changing dynamics of Pharmaceutical industry and agile to changes
- Strong in stakeholder partnership and anticipate market needs/ opportunities/ challenges
- Proven record in leadership (project management or indirect-leading with impact)

**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 \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

General Management

Место

Тайвань

Сайт

Као Hsiung

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Alternative Location 1

Tai Chung, Тайвань

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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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