

Medical Representative, Cardiometabolic - 12months contract

Job ID
REQ-10041148
Feb 24, 2025
Australia

Summary

Join Novartis in the Central Brisbane territory as a Medical Representative for a 12-month contract. Be part of our dynamic team committed to revolutionising patient care globally. We are in search of ambitious individuals with a growth mindset, competitive drive, and a flair for calculated risks. In this role, you will engage mainly with our General Practitioners and other healthcare professionals to promote Novartis products, drive sales, and enhance patient outcomes.

About the Role

- Maximising sales of our Cardio products in the Brisbane Central territory.
- Delivering persuasive sales presentations to influence prescribing habits and promote appropriate product use.
- Providing exceptional service and developing strong customer relationships.
- Maintaining up-to-date product knowledge, monitoring competitors, and staying informed about industry developments.
- Accurate and timely completion of all territory reports and records, handling inquiries and complaints professionally.
- Collaborating with the Sales and Marketing team to achieve team and company objectives.
- Ensuring timely reporting of adverse events, following company procedures.

What we are looking for:

- Bachelor's degree in science, Business or any related degree
- A passionate and enthusiastic pharmaceutical sales professional.
- Excellent communication and partnering skills, with the ability to share knowledge effectively.
- A positive mindset and a great team player, with strong interpersonal skills.
- An analytical thinker, capable of developing a territory strategy aligned with the big picture.
- Demonstrated learning agility, with the ability to absorb new concepts and information quickly

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Australia

Site

Queensland (QLD)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Sales) (Fixed Term)

Shift Work

No

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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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