

# Senior Product Specialist - Hematology (Central)

Job ID  
REQ-10004530  
Nov 05, 2024  
Malaysia

## Summary

4! The 4 essential elements that shape our culture: Inspired. Curious. Unbossed. Integrity. Our mission is to discover new ways to improve and extend peoples' lives. Your passion to build, execute business plans to meet the sales goals, develop effective professional business relationships with Healthcare Professionals will help the world understand what these medicines do, why they matter and how Novartis is striving to reimagine medicine.

Patients are the inspiration behind everything we do. Now, more than ever, we need to be bold together to continue the pursuit of finding cures for patients and reimagine medicine for cancer and blood disorders.

As a Senior Product Specialist for Hematology based in Central, you will be responsible (directly or indirectly) for achieving sales targets and promoting the products to health care professionals for a specific account, product or a given territory in Hematology specialty area and bring specialist knowledge in the required therapeutic area.

## About the Role

### Your Responsibilities:

Your responsibilities include, but not limited to:

- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Develop business plans and implement related activities like customer events, sales and marketing campaigns, sales presentations necessary to achieve agreed objectives. Provide network support, market access support, including referral networks
- Have a deep understanding in the respective specialist area and priority products. Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction and best in class customer relationship
- Ensure the accurate and timely completion of all reports. Handle enquiries quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives. Provide input into effective use of promotional funds and territory sales forecasting.

- Follow all adverse events guidelines, and Code of Conduct Guidelines as promoted by Novartis. Demonstrate Behavior in accordance with Novartis code of practice.

## Minimum requirements

### What you'll bring to the role:

- Degree in Life Sciences, Pharmacy, Biomedical or other related discipline.
- Sales in Healthcare / Pharma / related business
- 1-2 years of experience covering hospitals
- Experience handling Oncology or Specialty portfolio
- Able to understand changing dynamics of Pharmaceutical industry
- Proficient and fluent in English (spoken and written), with good interpersonal and communication skills.
- Digital & Technology Savvy

**Why Novartis?** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:** You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

**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

Malaysia

Site

Selangor

Company / Legal Entity

MY01 (FCRS = MY001) Novartis Corporation (Malaysia) Sdn. Bhd. (19710100054)

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

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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