

# Field Product Specialist - Cardiovascular - HCM

Job ID  
REQ-10024421  
Oct 20, 2024  
Vietnam

## Summary

Location: Ho Chi Minh #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

About the Role:

We are looking for experienced sales professionals to help us with our ambitious mission to reach twice as many patients twice as fast. You will be responsible (directly or indirectly) for achieving sales targets, promoting the products to medical practitioners and allied health care professional as well as bringing specialist knowledge in cardiovascular therapeutic area.

This role reports directly into the Area Manager.

## About the Role

- Design business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations vital to achieve agreed objectives. Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales.
- Provide key account/hospital network support, market access support, including referral networks. Have a deep understanding in the respective specialist area and priority products.
- Enhance the knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors.
- Accomplish 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.
- Manage enquiries and complaints 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.
- Deliver 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.

## Essential Requirements:

### Experience:

- At least 2 years of experience in cardiology or related products, such as lower lipid treatment (statins, fibrates...).
- Experience in launching new products is highly desirable.

**Skills:**

- Strong communication and interpersonal skills to effectively engage with healthcare professionals.
- Excellent negotiation and sales skills.

**Listing and tender process for New Drug:**

- Proactively collaborated with the KAM team to understand regulatory requirements and the process of listing new medications.

**Personal Attributes:**

- High level of motivation and a results-driven attitude.

**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>

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**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

Vietnam

Site

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

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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