

# Medical Representative- Lower Laguna

Job ID  
REQ-10043768  
Mar 11, 2025  
Philippines

## Résumé

Location: Metro Manila #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:

The Medical 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.

The role is reporting directly to District 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:

- Bachelor's degree
- Have a minimum of 3 years of sales experience in the pharmaceutical industry
- Prefer the experience in handling Lower Laguna
- Having experience in cardiovascular field are highly desirable
- Proven expertise in key account management, excellent interpersonal skills, and strong collaboration

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Division  
International  
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Emplacement  
Philippines  
Site  
Makati City  
Company / Legal Entity  
PH03 (FCRS = PH003) Novartis Healthcare Philippines, Inc  
Functional Area  
Ventes  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Makati-City/Medical-Representative--Lower-Laguna\\_REQ-10043768-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Makati-City/Medical-Representative--Lower-Laguna_REQ-10043768-1)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Makati-City/Medical-Representative--Lower-Laguna\\_REQ-10043768-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Makati-City/Medical-Representative--Lower-Laguna_REQ-10043768-1)