

# Medical Sales Representative (Mornington Peninsula)

Job ID  
REQ-10021706  
Sep 11, 2024  
Australia

## Summary

At Novartis, we believe that helping people living with diseases and their families goes beyond innovative science. It requires a network of bright minds, sharing insights, ideas, and perspectives. It requires individuals like you, who are ready to reimagine medicine and change lives worldwide.

- Position: Medical Representative
- Location: Mornington Peninsula region
- Contract: 12 months

Join our passionate team as a Medical Representative and take part in shaping the future of patient outcomes. We are seeking individuals with a growth mindset, a competitive spirit, and a willingness to take smart risks. In this role, you will have the opportunity to work closely with medical practitioners and allied healthcare professionals, promoting Novartis products, and striving to achieve sales targets.

## About the Role

- Maximizing sales of designated Novartis products in the assigned 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:

- A passionate and enthusiastic 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.

Are you ready to be part of something bigger? Join us at Novartis and make a meaningful impact on patient

lives worldwide. Apply now!

**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

Victoria (VIC)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (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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