

# Medical Representative (Ho Chi Minh)

Job ID  
REQ-10022776  
Sep 17, 2024  
Vietnam

## Summary

As Medical Representative, you will build, execute and drive the products promotional plans of the assigned territory, through which, Sandoz's distributor can achieve.

## About the Role

### Your responsibilities include, but not limited to:

- Execute call plans to deliver the right message to the right HCPs with the right frequency and calls reports and record on the system in time and aligned to FFE important metric to achieve FFE KPI about coverage, frequency, day in field and deliver HCP centric activities within operating budget.
- To improve efficiency through delivery of Quality Target to Quantity (QTQ) objectives; Serves as a key Sandoz resource to the HCPs, to respond to their enquiries, ensure that Sandoz products are accessible to more patients.
- To be responsible for downloading new version of promotional material, key messages...in company Ipad for detailing effectively; To promote defined our products according to campaign briefs and policies to gain formulary acceptance and increased usage for promoted products in all relevant accounts.
- Make effective territory plan and execution to ensure high market performance.
- Identify, research, contact prospective and build positive relationships with HCPs by visiting existing and new HCPs, categorize based on therapeutic area based on their needs, and promote the products to generate future performance and repeat business.
- Deploy and use the approved marketing and product promotional materials and programs; facilitate pull through activities; Ensure to give on time feedback, HCP's feedback, and publicly information on competitors activities to the marketing team so that they can respond to changing market conditions and HCP needs.
- Undergo compliance training and ensure that all activities are conducted in accordance to the company policies.
- Responsible for effective administration of the territory based on agreed plan; Ensure high quality record keeping & on time updating of report systems, daily communication with administrative systems and timely processing of expenses; Maintain quality data in key HCP database.

## **Role Requirements:**

- Bachelor's degree of pharmacy or medicine major.
- Fluent in Vietnamese, good English speaking is a plus.
- At least 2 years of experience in similar role.
- Hands-on experience in key account management and tender listing process will be an advantage.

## **You'll receive:**

Breakdown of benefits received in this role. Include flexible working, learning and development opportunities as well.

## **Why Sandoz?**

Generic and Biosimilar medicines are the backbone of the global medicines industry. Sandoz, a leader in this sector, touched the lives of almost 500 million patients last year and while we are proud of this achievement, we have an ambition to do more!

With investments in new development capabilities, state-of-the-art production sites, new acquisitions, and partnerships, we have the opportunity to shape the future of Sandoz and help more patients gain access to low-cost, high-quality medicines, sustainably.

Our momentum and entrepreneurial spirit is powered by an open, collaborative culture driven by our talented and ambitious colleagues, who, in return for applying their skills experience an agile and collegiate environment with impactful, flexible-hybrid careers, where diversity is welcomed and where personal growth is encouraged!

The future is ours to shape!

## **Commitment to Diversity & Inclusion:**

We are committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Join our Sandoz Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Sandoz and our career opportunities, join the Network here: [Sandoz Talent pool](#)

## **#Sandoz**

**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>

Business Unit  
Sandoz  
Location  
Vietnam  
Site  
Vietnam  
Company / Legal Entity  
VN05 (FCRS = VN005) Sandoz (Vietnam) Co.Ltd  
Alternative Location 1  
Vietnam (Sandoz), Vietnam  
Functional Area  
Sales  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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