

# Field Product Specialist- Hematology - Ho Chi Minh

Job ID  
REQ-10035380  
Jan 12, 2025  
Vietnam

## Summary

Location: Ho Chi Minh

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 seeking a dynamic and dedicated Hematology Field Product Specialist to join our vibrant team. The successful candidate will be responsible for promoting our products to medical practitioners and allied healthcare professionals, focusing specifically on the Hematology therapeutic area.

## 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 cooperative 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.
- This role will primarily cover 90% of the territory in Ho Chi Minh City, with occasional travel constituting 10% to Mekong provinces (ex: Can Tho).

## Essential Requirements:

- Bachelor's degree in pharmacy.
- Have a minimum of 3 years of sales experience in the pharmaceutical industry
- Demonstrate good interpersonal skills and a strong aptitude for collaboration
- Having experience in assigned territory is highly desirable: Truyen mau huyet hoc, Cho Ray

**Skills:**

- Account Management.
- Interpersonal Skills.
- Negotiation Skills.
- Selling Skills.
- Cross-Functional Coordination.
- Compliance/ Ethics.

**Languages:**

- Vietnamese, English is a plus (written & oral communication)

**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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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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