

# Medical Representative, Cardiometabolic - 12months contract

Job ID  
REQ-10041148  
Feb 24, 2025  
Australia

## Summary

Join Novartis in the Central Brisbane territory as a Medical Representative for a 12-month contract. Be part of our dynamic team committed to revolutionising patient care globally. We are in search of ambitious individuals with a growth mindset, competitive drive, and a flair for calculated risks. In this role, you will engage mainly with our General Practitioners and other healthcare professionals to promote Novartis products, drive sales, and enhance patient outcomes.

## About the Role

- Maximising sales of our Cardio products in the Brisbane Central 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:

- Bachelor's degree in science, Business or any related degree
- A passionate and enthusiastic pharmaceutical 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

**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

Queensland (QLD)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Sales) (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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2. <https://talentnetwork.novartis.com/network>
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4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Queensland-QLD/Medical-Representative--Cardiometabolic---12months-contract\\_REQ-10041148](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Queensland-QLD/Medical-Representative--Cardiometabolic---12months-contract_REQ-10041148)
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