

# Field Product Specialist \_ Can Tho

Job ID  
REQ-10030358  
Nov 18, 2024  
Vietnam

## Resumen

Location: Can Tho #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:

We are looking for experienced sales professionals to help us with our ambitious mission to reach twice as many patients twice as fast. You will be responsible (directly or indirectly) for achieving sales targets, promoting the products to medical practitioners and allied health care professional as well as bringing specialist knowledge in cardiovascular therapeutic area.

This role reports directly into the Team Leader.

## 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.

### 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: Can Tho

**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>

División

International

Business Unit

Innovative Medicines

Ubicación

Vietnam

Sitio

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Ventas

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

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

Job ID

REQ-10030358

## **Field Product Specialist \_ Can Tho**

[Apply to Job](#)

---

**Source URL:** <https://prod1.adacap.com/careers/career-search/job/details/req-10030358-field-product-specialist-can-tho>

### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Vietnam/Field-Product-Specialist---Can-Tho\\_REQ-10030358-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Field-Product-Specialist---Can-Tho_REQ-10030358-2)

5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Vietnam/Field-Product-Specialist---Can-Tho\\_REQ-10030358-2](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Vietnam/Field-Product-Specialist---Can-Tho_REQ-10030358-2)