

# Medical Representative, CardioMetabolic - Wollongong

Job ID  
REQ-10047806  
Apr 08, 2025  
Australia

## Summary

Joining Novartis's Cardio Metabolic team offers a remarkable opportunity to make a significant difference in people's lives whilst contributing to a widespread therapy field. At Novartis, our ambition is to extend our influence and we're seeking an experienced Medical Representative or a Senior Medical Representative in Wollongong to support this endeavour for a 12-month contractual period.

In this position, you'll be responsible for driving the agreed sales and market share targets as well as organisational goals for the Cardio-Metabolic Franchise in your assigned territory. Your efforts will primarily be centred around improving outcomes by developing and executing optimal sales plans, and engaging with key general practitioners, nurses, and pharmacists who play a critical role in managing patients suffering from Hyperlipidemia or Heart Failure.

We're interested in candidates that exhibit quick learning, self-motivation, and a strong desire to succeed collectively. Ideal candidates consider their territory as their personal business within our organisation. If you possess a strategic mindset and are passionate about innovation with a dedication to make a positive change in people's lives, your application is welcome.

You will be guided by a dynamic Sales Leader who is supportive of your professional growth. The perfect fit for this role will be someone who sees a long-term career path with us and shows a spirit of teamwork. You'll personify Novartis' core values of being inspired, curious, and unbossed in your actions, and will be vital in guiding fellow team members.

## About the Role

- Deliver on Franchise and Brand goals including the achievement of financial and/or share targets for an assigned territory and as part of State or National goals
- Achieve this through high quality sales interactions utilizing the Novartis selling model and deliver meaningful customer coverage and frequency
- Effectively engage with the community of general practitioners nurses and pharmacists involved in the management of cardiovascular care to drive sales and strategic outcomes
- Stay current on standards of care and practice in the Cardio-Metabolic field and maintain up-to-date knowledge of scientific literature
- Maintain up-to-date knowledge of competitive products, sales messages, key competitive features and benefits and how this relates to Cardio Metabolic line of products and understand the cross functional matrix. Work as a team player cross-functionally

- Manage and leverage this to achieve business outcomes and contribute strongly to cross functional planning at a State and Regional level
- Demonstrate and develop personal capabilities in thinking about, acting on and achieving business objectives in a manner that goes beyond just the sales call
- Ensure high level of quality assurance and compliance in all activities and be aware of the content and the application of the Medicines Australia's Code of Conduct regarding representative activity

#### **What you'll bring to the role:**

- Tertiary qualifications in a science-related field or business, and/or nursing/para medical background (preferred but not essential)
- Sales experience in pharmaceutical industry (preferred but not essential)
- Inspired, Curious, Unbossed and Integrity
- Excellent collaboration and engagement skills with partners across the organisation and with HCPs
- Agile and adaptable nature, able to work in a rapidly changing environment
- Strategic mindset along with passion and a high emotional intelligence will be critical to be successful in this role
- Strong business acumen

**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

Australia

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty 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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