

Sales Value Associate (CDMX, Gdl, Mty)

Job ID
REQ-10056802
Jul 07, 2025
Mexico

Summary

El representante de ventas es uno de los principales impulsores de nuestras interacciones con los clientes y del rendimiento de las ventas. Son la cara de nuestro enfoque de experiencia del cliente y construyen relaciones profundas que brindan valor a los clientes y pacientes con el fin de impulsar el crecimiento de las ventas de una manera ética y conforme a las normas

About the Role

Localidades disponibles: CDMX, Guadalajara y Monterrey

Objetivo del Puesto:

Impulsar el crecimiento competitivo de las ventas mediante la construcción de relaciones sólidas con profesionales de la salud, ofreciendo experiencias personalizadas y centradas en el cliente, y colaborando éticamente con equipos multifuncionales.

Responsabilidades Principales:

- Identificar y priorizar clientes de alto potencial mediante análisis de datos.
- Generar experiencias positivas y memorables para los clientes.
- Participar en conversaciones de valor para entender necesidades y desafíos.
- Personalizar interacciones con profesionales de la salud usando múltiples canales.
- Establecer relaciones duraderas con líderes de opinión y actores clave del sector.
- Recopilar y compartir información relevante del cliente para mejorar estrategias.
- Colaborar en el diseño de soluciones que respondan a necesidades no cubiertas.
- Actuar con integridad, ética y transparencia en todas las interacciones.

Indicadores Clave de Desempeño:

- Calidad de las relaciones con clientes.
- Impacto en el crecimiento de ventas.
- Cumplimiento ético y normativo.

Experiencia Requerida:

- Más de 1 año de experiencia en contacto directo con stakeholders.
- Disponibilidad de viaje 30%
- Conocimientos de estrategias de marca.

Habilidades Clave:

- Ventas y negociación
- Comunicación e influencia
- Gestión de cuentas y conflictos
- Coordinación interfuncional
- Conocimiento del sector salud
- Ética y cumplimiento

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?
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Division

International

Business Unit

Universal Hierarchy Node

Location

Mexico

Site

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Novartis is committed to work with and provide reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to tas.mexico@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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