

# Senior/Advanced Medical/Sales Representative

Job ID  
392924BR  
Jul 23, 2024  
Armenia

**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  
PH  
Location  
Armenia  
Functional Area  
Commercial & General Management  
Job Type  
Regular  
Employment Type  
Full time  
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Major Accountabilities ~ Steigern Sie Ihr wettbewerbsfähiges Umsatzwachstum ~ Identifizierung und Priorisierung von Kunden mit hohem Potenzial durch Datenanalyse (HCPs und Stakeholder), die Verschreibungsentscheidungen beeinflussen ~ Steigern Sie die Vertriebsleistung durch die geschickte Orchestrierung positiver Kundenerlebnisse ~ Engagieren und Beziehungen aufbauen ~ Führen Sie wertorientierte Gespräche (persönlich und virtuell), um kritische Kundenherausforderungen, Entscheidungstreiber, Schwachstellen und Chancen zu verstehen ~ Personalisieren und orchestrieren Sie Customer Engagement Journeys für HCPs,

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**Description :**

In addition to this variation, the risk of experiencing these CVD events in women increases after menopause<sup>3</sup>. A recent survey commissioned by Novartis UK of over 6,000 people in the UK, aged 55 and over, found that only 6 per cent of all respondents recognised a link between menopause and high levels of 'bad' (LDL) cholesterol<sup>4</sup>, revealing a startling lack of awareness.

This October marks Menopause Awareness Month, and this month's theme for World Menopause Day (18th Oct), was CVD – emphasising the demand for more awareness to be made of the link between the increased risk of CVD and menopause. That's why we asked Cardiovascular Specialist Nurse, Michaela Nuttall, to bring together experts in nutrition, cardiac rehabilitation and psychological support, to discuss this important topic and offer holistic advice and support to those affected by menopause and CVD.

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