

Senior Disease Area Partner

Job ID
REQ-10056557

7月 13, 2025

Egypt

摘要

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

About the Role

Major accountabilities:

- Drive Competitive Sales Growth -Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions -Drive sales performance through the skillful orchestration of positive customer experiences.
- Engage and Build Relationships through value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities.
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting

customer preferences, leveraging available content and multiple engagement channels.

- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis indication-related content, campaigns and interaction plans.

Minimum Requirements:

Work Experience:

- A Degree in Pharmaceuticals is must.
- Located within Giza governorate is highly preferable.
- Minimum 1 year in Pharma Sales within Cardiovascular or other specialty is highly preferable.

Commitment to Diversity & Inclusion

Novartis is an equal opportunity employer and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion, or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representatives of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empower our people to unleash their full potential.

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>

部门

International

Business Unit
Innovative Medicines

地点
Egypt

站点
New Cairo

Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E

Functional Area
Sales

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-10056557

Senior Disease Area Partner

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10056557-senior-disease-area-partner>

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/NovartisCareers/job/New-Cairo/Senior-Disease-Area-PartnerREQ-10056557>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/New-Cairo/Senior-Disease-Area-PartnerREQ-10056557>