

Oncology Sr.Therapy Area Partner

Job ID
REQ-10059185

8月 06, 2025

Saudi Arabia

摘要

The Senior Oncology Therapy Area Partner is a leading driver of our customer interactions Medical Knowledge and Key Accounts Executer to achieve KPI ' s.

You are the face of our customer experience approach and build deep Business and Scientific 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

- To meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales. 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.

- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time) -Develop Deep Customer Insights and Understanding -Gather insights on the customer ' s.
- Achieve agreed contact, coverage and frequency targets through face to face and meetings and deliver agreed customer centric activities within operating budget.
- Engage in 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.
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.

Experience

- A degree in Pharmacy is required
- Minimum experience of 1 - 3 years in pharma specialty in Oncology.
- Specific experience in Breast Cancer is desirable.
- Knowledge of Pharma industry and its changing environment. Experience in Building Business relationships with KOL ' s and HCs.
- Demonstrable high achiever mindset and translation this into actions
- Arabic and Fluency in English is a must.

#LI-onsite

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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部门

International

Business Unit

Innovative Medicines

地点

Saudi Arabia

站点

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia 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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