

Disease Area Partner - Heart Failure (Cairo & Giza)

Job ID
REQ-10061207

9月 09, 2025

Egypt

摘要

The Sales Representative plays a pivotal role in driving customer engagement and sales performance. As the face of our customer experience strategy, they build strong, trust-based relationships that deliver meaningful value to both customers and patients—ultimately contributing to sustainable sales growth in a compliant and ethical manner.

About the Role

Major Accountabilities

- Drive Sales Growth by identifying high-potential HCPs and stakeholders through data analysis and delivering tailored, value-driven engagements.
- Engage Meaningfully with customers through personalized, multi-channel interactions that reflect their preferences and address key challenges.
- Build Strategic Relationships with HCPs, opinion leaders, and influencers to foster long-term

collaboration and improve the patient journey.

- Leverage Insights from customer feedback and data to continuously refine territory and account plans, ensuring relevance and impact.
- Collaborate Cross-Functionally to design and implement compliant solutions that address unmet customer and patient needs.
- Act with Integrity by upholding Novartis ' Code of Ethics, speaking up when needed, and maintaining transparency and respect in all interactions.

Minimum Requirements:

- Education: Bachelor ' s degree in pharmacy (mandatory).
- Experience: 0-2 years in pharmaceutical sales.
- Location: Based in Cairo or willing to relocate. Territory coverage includes central Cairo (e.g., Manial) and Giza.
- Languages: Proficiency in Arabic and English.

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

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

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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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