

Riyadh Therapy Area Partner (Renal Disease)

Job ID
REQ-10062225

9月 18, 2025

Saudi Arabia

摘要

The Sales Representative plays a critical role in shaping our customer engagement and driving commercial success. As a key ambassador of our customer-centric approach, they cultivate meaningful relationships that deliver value to both customers and patients—contributing to sustainable sales growth while upholding the highest standards of compliance and integrity.

About the Role

Major accountabilities:

- Drive Competitive Sales Growth: Identify high-potential HCPs and stakeholders through data analysis and deliver strong sales performance via tailored customer experiences.
- Engage and Build Relationships: Conduct value-based conversations to understand customer needs and foster long-term, collaborative partnerships.
- Personalize Customer Journeys: Customize engagement strategies using customer

preferences, relevant content, and multi-channel outreach.

- Develop Deep Customer Insights: Gather and share actionable insights to inform territory and account plans, enhancing relevance and impact.
- Deliver Value to Customers and Patients: Collaborate cross-functionally to co-create solutions that address unmet needs and improve patient outcomes.

Minimum Requirements:

Work Experience:

- Must hold a degree in Pharmacy.
- 1-2 years of Sales experience in Pharmaceuticals is essential for this role.
- Candidate must be based in Riyadh city.
- Specific Product knowledge within Renal or Rare disease is highly preferable.
- Saudi nationals are highly encouraged to apply.
- Fluent in Arabic and English languages is essential.

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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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