

Oncology Therapy Area Partner - Eastern Region (Damamm)

Job ID
REQ-10064040

10月 11, 2025

Saudi Arabia

摘要

As the Therapy Area Partner, you represent our customer-centric approach, fostering strong scientific and business relationships that create meaningful value for both customers and patients, while ethically and compliantly driving sales growth.

#Li-Onsite

About the Role

Major accountabilities:

- **Achieve Sales Targets:** Deliver on sales, market share, and growth objectives within budget and timelines.
- **Drive Strategic Customer Engagement:** Identify key HCPs and stakeholders, build strong relationships, and tailor value-based interactions.

- Leverage Insights: Gather and apply deep customer understanding to personalize engagement and improve patient outcomes.
- Collaborate with Influencers: Partner with opinion leaders to challenge current practices and enhance the patient journey.
- Ensure Operational Excellence: Maintain accurate records, manage territory expenses, and coordinate effectively with cross-functional teams.
- Uphold Ethics and Integrity: Act transparently, ethically, and in alignment with Novartis values—speaking up when needed.

Minimum Requirements:

Work Experience:

- Pharmacist/Clinical Pharmacist Degree of Education and Qualifications.
- Proven, successful Sales Record with of 1 - 3 years in pharma specialty environment, preferably in Oncology.
- Specific experience in Oncology/Breast Cancer is desirable.
- Knowledge of Pharma industry and its changing environment.
- Proximity to the Eastern Region.

Languages:

- Arabic and English Fluency is must.

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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International

Business Unit
Innovative Medicines

地点
Saudi Arabia

站点
Dammam

Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

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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