

Sales Manager - Solid Tumors

Job ID
REQ-10064042

10月 12, 2025

Egypt

摘要

Excited to join a talented team? The Sales Managers of the solid tumor sales team are responsible for executing the sales operations plan and achieving agreed sales and performance targets for their designated product area. They build and develop a high-performing sales team through effective training, coaching, and management of key commercial programs.

#LI-onsite

About the Role

Major accountabilities:

- Accountable for achieving own and team ' s agreed sales, productivity and performance targets.
- Creates and executes business plans to drive this achievement, and is responsible for

brands' strategic and tactical planning in line with company strategy and standards.

- Works independently to maintain existing clients and to develop new business opportunities.
- Manages and optimizes effective allocation of resources to deliver required business results.
- Manages area sales and expense budgets.
- Serves as a communication bridge from Senior Management to Sales Representatives / Product Specialists.
- Leads a high-performing team of Medical Representatives / Product Specialists; hires, trains and develops them as necessary; provides coaching and feedback to the team.
- Manages relationships with key accounts' decision makers, key opinion leaders, patient associations; and other colleagues across business functions to achieve desired results.
- Masters product knowledge and disease area knowledge; and coach the team on the same.
- Gathers and is updated on required information regarding the market, key competitors' market data, pricing intelligence, key accounts etc.

Minimum Requirements:

Work Experience:

- 4 Years in Sales in Healthcare / Pharma / related business.
- Oncology Market Knowledge and Network is desirable.
- National sales responsibility is desirable
- Able to understand changing dynamics of Pharmaceutical industry.

Languages :

- English & Arabic.

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 Manager)

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-10064042

Sales Manager - Solid Tumors

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10064042-sales-manager-solid-tumors>

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/Sales-Manager---Solid-TumorsREQ-10064042>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/New-Cairo/Sales-Manager---Solid-TumorsREQ-10064042>