

Immunology First Line Manager - Riyadh

Job ID REQ-10064785

10月 20, 2025

Saudi Arabia

摘要

Get ready for an exciting career opportunity!

We're looking for dynamic leaders to manage a regional or local sales sub-function—such as Territory Sales—typically overseeing a small team as a First-Level Line Manager. In this role, you'll be responsible for executing the sales operations plan and driving performance to meet and exceed targets for your product area or business unit. You'll also play a key role in developing a high-performing sales team through coaching, training, and leading strategic commercial initiatives.

#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.

Education (minimum/desirable):

- A degree in Pharmacy, Science, or Medicine.
- Minimum of 4 years' experience in Sales in Immunology, Dermatology, or Biologics.
- Saudi Market Pharmaceutical/ Biopharmaceutical Experience launching new products.
- Previous Marketing/Market access experience is desirable.
- Fluency in English is prerequisite, while knowledge of Arabic and would be an advantage.

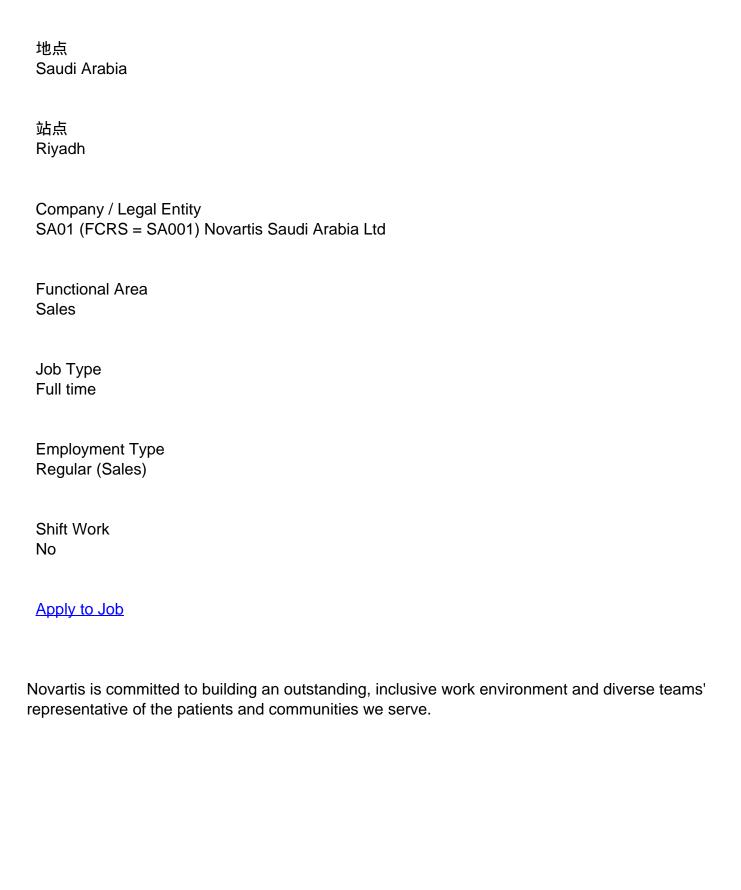
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Business Unit Innovative Medicines





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