

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.

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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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>

部門
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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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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