

Immunology Sr. Therapy Area Partner - Jeddah

Job ID
REQ-10064796

10月 21, 2025

Saudi Arabia

摘要

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

#LI-Onsite

About the Role

Major accountabilities:

- Drive Competitive Sales Growth -Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions
- Drive sales performance through the skillful orchestration of positive customer experiences
- Engage and Build Relationships.

- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities.
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)
- Deliver Value to Customers and Patients

Minimum Requirements:

- A degree in Pharmacy or related to healthcare
- Specific Sales experience in Immunology or Rheumatology is desirable.
- Excellent English and Arabic language skills.

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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部门

International

Business Unit

Innovative Medicines

地点

Saudi Arabia

站点
Jeddah

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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