

# Healthcare Solutions Partner

Job ID REQ-10066251

11月 27, 2025

Saudi Arabia

## 摘要

In this exciting role, the individual will partner with leadership teams across strategic healthcare ecosystems to deeply understand customer priorities and challenges. They will lead the design and implementation of innovative, integrated solutions that enhance outcomes across the entire patient and prescriber journey, while driving long-term mutual growth. By leveraging the full breadth of Novartis expertise, they will identify new value creation opportunities, strengthen relationships, and ensure seamless execution to deliver impactful results.

**#LI-Onsite** 

#### About the Role

Major Accountabilities:

· Identify and segment key customers, continuously monitoring account dynamics to ensure

- strategic alignment.
- Lead local execution of company strategy, fully aligned with marketing and operational brand plans.
- Act as the central point of contact for C-suite interactions with key accounts, ensuring strong executive engagement.
- Coordinate all customer activities to deliver cohesive, professional, and efficient interactions through a unified team approach.
- Drive communication strategies and oversee project execution, fostering a customer-focused organization.
- Build and maintain strong partnerships with Tier 1 customers, engaging stakeholders to map priorities and develop holistic account strategies.
- Design and implement innovative, scalable solutions tailored to customer needs, leveraging cross-functional expertise for maximum impact.
- Responsible for Ecosystem mapping rate, account strategy implementation and value creation initiatives.

#### Minimum Requirements

- Minimum of 3 years 'experience in a relevant role within the insurance or pharmaceutical sector, such as Market Access, Strategic Partnerships & Alliances, or Key Account Management.
- At least 5 years of direct, hands-on experience in the Saudi Arabian market.
- Proven ability to negotiate effectively and communicate with impact.
- Demonstrated experience in managing and influencing key stakeholders.
- Arabic language 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? <a href="https://www.novartis.com/about/strategy/people-and-culture">https://www.novartis.com/about/strategy/people-and-culture</a>

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部门 International
Business Unit Marketing
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
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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Healthcare Solutions Partner

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