

Healthcare Solutions Partner

Job ID
REQ-10066251

5月 03, 2026

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? <https://www.novartis.com/about/strategy/people-and-culture>

Benefits and Rewards: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

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

```
var config = { targetId: "kalturaplayer69f7880e2480f721610847", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
```

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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = { };
config.plugins.googleTagManager.customEventsTracking = { };
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

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try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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