

Neuroscience Therapy Area Partner - Dammam

Job ID
REQ-10067726

12月 03, 2025

Saudi Arabia

摘要

The Sales Representative plays a critical role in shaping our customer engagement and driving commercial success. As a key ambassador of our customer-centric approach, they cultivate meaningful relationships that deliver value to both customers and patients—contributing to sustainable sales growth while upholding the highest standards of compliance and integrity.

#LI-Onsite

About the Role

Major accountabilities:

- Drive Competitive Sales Growth: Identify high-potential HCPs and stakeholders through data analysis and deliver strong sales performance via tailored customer experiences.
- Engage and Build Relationships: Conduct value-based conversations to understand customer

needs and foster long-term, collaborative partnerships.

- Personalize Customer Journeys: Customize engagement strategies using customer preferences, relevant content, and multi-channel outreach.
- Develop Deep Customer Insights: Gather and share actionable insights to inform territory and account plans, enhancing relevance and impact.
- Deliver Value to Customers and Patients: Collaborate cross-functionally to co-create solutions that address unmet needs and improve patient outcomes.

Minimum Requirements:

Work Experience:

- Must hold a degree in Pharmacy.
- 0-2 year of Sales experience in Pharmaceuticals.
- Based in Damamm, or open to relocate.
- Specific Product knowledge within neuroscience is desirable.
- Saudi nationals are highly encouraged to apply.
- Fluent in Arabic and English languages is essential.

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: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit

Marketing

地点

Saudi Arabia

站点
Dammam

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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