

Heart Failure First Line Manager - Delta & Upper Egypt

Job ID
REQ-10069713

1月 20, 2026

Egypt

摘要

An exciting opportunity to become part of Novartis. In this role as first line manager, you will be overseeing a small team while driving the execution of the sales operations plan. This role is responsible for achieving assigned sales and broader performance targets for a specific area or product portfolio. In addition, the manager develops a strong and effective sales team by providing ongoing training, coaching, and leadership, and by overseeing the implementation of key commercial programs to support business growth.

#LI-onsite

About the Role

Major Accountabilities

- Achieve personal and team sales, productivity, and performance targets through effective

business planning aligned with company strategy.

- Drive account growth by independently managing existing clients and developing new business opportunities.
- Lead, coach, hire, and develop a high performing team of Medical Representatives / Product Specialists.
- Optimize resource allocation, manage area budgets, and ensure accurate, timely reporting and administration.
- Build and maintain strong relationships with key accounts, KOLs, patient associations, and cross functional partners.
- Ensure excellence in product and disease knowledge, market intelligence, competitive insights, and customer satisfaction.
- Operate within compliance standards, uphold company policies, and ensure timely reporting of technical complaints/adverse events.

Minimum Requirements

- A bachelor ' s degree in pharmacy.
- Proven experience in the pharmaceutical or healthcare industry with strong knowledge of sales processes and customer engagement.
- A Minimum of 3 years ' experience as a Sales Manager would be a plus.
- Residency in Delta or Upper Egypt is preferred.
- Strong analytical, communication, and leadership skills with the ability to execute strategies and deliver results in a fast paced environment.
- Strong English & 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>

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
Egypt

站点
New Cairo

Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer6974950e41382087996657"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth  var config = { targetId:
"kalturaplayer6974950e41382087996657", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "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 } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
```

```
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true }; config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true }; config.ui.uiComponents = []; 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 } };
```

```
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: "1dgfvmafo"}); setTimeout(() => { setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) { players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => { players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause === 'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }
```



VIDEO

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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1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/New-Cairo/Heart-Failure-First-Line-Manager---Delta---Upper-EgyptREQ-10069713>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/New-Cairo/Heart-Failure-First-Line-Manager---Delta---Upper-EgyptREQ-10069713>