

## Customer Engagement Partner

Job ID  
REQ-10076272

4月 29, 2026

Saudi Arabia

### 摘要

Bring scientific depth and commercial acumen to a role that helps shape Oncology care. As a Customer Engagement Partner, you ' ll build trusted partnerships with healthcare stakeholders, deliver meaningful customer experiences, and help patients access innovative Novartis therapies.

### About the Role

Major Accountabilities:

- Own and deliver territory performance—meet or exceed sales targets (market share and growth) within agreed budgets and timelines.
- Drive high-impact customer engagement—achieve contact, coverage, and frequency goals through in-person visits and meetings, delivering customer-centric activities within budget.
- Execute brand strategy with integrity—promote defined Novartis products in line with campaign briefs, compliance requirements, and company policies.

- Be the therapy-area expert—maintain outstanding knowledge of priority products, scientific data, positioning, key messages, and program updates; translate insights into value for customers.
- Run your territory like a business—keep high-quality records, maintain timely system updates, and submit territory expenses accurately and on time.

#### Requirements:

- Bachelor ' s degree in Pharmacy (PharmD preferred); clinical pharmacy background is an advantage.
- 2+ years of experience in a pharma specialty environment.
- Experience managing an oncology portfolio (prostate cancer experience preferred).
- Strong understanding of the pharmaceutical industry and its evolving environment.
- Proven ability to build trusted relationships with KOLs and healthcare stakeholders; strong collaboration and stakeholder management skills.
- Scientific literacy, strategic thinking, and strong problem-solving skills, with a demonstrated drive for results.

#### Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect the patients and communities we serve.

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

Sales

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 (Sales)

Shift Work

No

```
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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"]) {
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config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
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config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
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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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