

## Area Manager, Oncology

Job ID  
REQ-10078882

6月 03, 2026

Saudi Arabia

### 摘要

Area Manager, Oncology  
Location : Riyadh

#LI Hybrid

As an Area Manager, you will lead and inspire a high-performing field force to deliver strong commercial outcomes and create meaningful patient impact. You will translate strategy into execution, drive customer engagement excellence, and build a culture of accountability, growth, and collaboration across your territory.

### About the Role

Major accountabilities:

- Accountable for delivering the area 's sales, market share, performance and profitability to meet or exceed budget targets
- Defines, develops and oversees short and long-term strategic sales plans in line with regional & global marketing strategy
- Creates and executes business plans to drive this achievement and is responsible for brands ' strategic and tactical planning in line with company strategy and standards.
- Works independently to maintain existing clients and to develop new business opportunities.
- Monitors market trends, sales and product performance, conducts regular reviews against plans and takes corrective action as required.
- Complete all reporting and administrative requirements in a timely and accurate manner.
- Manages relationships with key accounts ' decision makers, key opinion leaders, patient associations; and other colleagues across business functions to achieve desired results.
- Masters product knowledge and disease area knowledge; and coach the team on the same

#### Requirements:

- University degree in bioscience or business. Advanced degree in bioscience, medicine, business, and/or management preferred
- At least 5 years of sales experience within the pharmaceutical industry in Saudi Arabia with proved track record track-record of sales achievement and commercial management responsibility
- Sales experience in Solid Tumors is a must, experience in breast cancer is added advantage
- Significant people leadership experience in sales, and proven ability to manage, team with, and motivate associates of widely varying backgrounds across a dispersed and matrixed organization is preferable
- Extremely well-developed understanding of country regulatory, access and market environments
- Strong relationships with KOLs, customers, digital ecosystem
- Proven understanding of product launch and product commercialization processes
- Good understanding of digital trends & solutions, technology platform and products
- Fluent in English and Arabic language

#### 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 Manager)

Shift Work

No

```
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```

```
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"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; }
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(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 } }; }
```

```
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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