

Senior Business Manager/Account Manager - Gene Therapies

Job ID
REQ-10084722

7月 29, 2026

Saudi Arabia

Available in: English

摘要

Senior Business Manager/Account Manager - Gene Therapies

Location : Rlyadh

#LI-Hybrid

Are you passionate about driving meaningful impact for patients with rare diseases? Join Novartis as a Senior Account / Business Manager and play a key role in advancing our Neuroscience and Gene Therapies portfolio.

In this role, you will lead the development and execution of commercial plans that drive sales performance, market share growth and long-term portfolio success. You will work closely with internal teams, external partners, key accounts, healthcare stakeholders and patient-focused groups to deliver customer-centric solutions that support better outcomes for patients.

About the Role

Major accountabilities:

- Develop and execute strategic and tactical plans for the Gene Therapies portfolio.
- Drive sales performance, revenue growth and market share in line with business objectives.
- Translate market insights, customer needs and business opportunities into impactful commercial initiatives.
- Build strong relationships with key accounts, decision makers, key opinion leaders, patient associations and cross-functional partners.
- Manage brand budgets, external agencies and promotional activities with strong accountability and compliance.
- Monitor business performance and the external environment, taking corrective action where needed.
- Act as a brand champion, creating focus, alignment and enthusiasm across internal and external stakeholders.

Requirements

- University degree or equivalent qualification in Science, Marketing, Business or a related field.
- At least 5 years commercial services and/or brand management in rare diseases.
- Strong understanding of rare diseases, Gene Therapies and customer-centric commercial strategy.
- Proven ability to develop business plans, manage budgets and deliver measurable performance outcomes.
- Strong stakeholder management skills with the ability to influence across internal and external networks.
- Fluency in English and Arabic.

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

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a6ad04f012c3660365311", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturaDataLayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

Job ID
REQ-10084722

Senior Business Manager/Account Manager - Gene Therapies

[Apply to Job](#)



Job ID
REQ-10084722

Senior Business Manager/Account Manager - Gene Therapies

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10084722-senior-business-manageraccount-manager-gene-therapies>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Riyadh/Senior-Business-Manager-Account-Manager---Gene-TherapiesREQ-10084722>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Riyadh/Senior-Business-Manager-Account-Manager---Gene-TherapiesREQ-10084722>