

Sale Representative, Hematology - Alexandria

Job ID
REQ-10085121

8月 07, 2026

Egypt

Available in: English

摘要

Job Description Summary
Sales Representative, Oncology
Location : Alexandria

Join Novartis as a Sales Representative and be the face of our customer experience approach. In this role, you will build trusted relationships with healthcare professionals and key stakeholders, deliver meaningful value for customers and patients, and drive sales growth in a compliant, ethical, and patient-focused way.

If you are passionate about building trusted customer partnerships, using insights to drive performance, and making a meaningful impact for patients, we ' d love to hear from you.

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying, prioritizing, and engaging high-potential healthcare professionals and key stakeholders.
- Build strong, trusted customer relationships through value-based conversations across in-person and virtual channels.
- Personalize customer engagement plans using insights, data, available content, and customer preferences.
- Develop deep customer understanding and translate feedback into actions that create value and exceed expectations.
- Partner compliantly with cross-functional teams to address unmet customer and patient needs.
- Establish effective relationships with opinion leaders and medical influencers to support better patient outcomes.

Requirements:

- Degree in Science, Pharmacy, Business, or a related field.
- Sales experience in healthcare, pharmaceuticals, or a related business.
- Experience in Hematology / Oncology highly desired
- Strong customer focus with the ability to build trusted relationships with healthcare professionals and stakeholders.
- Good understanding of market dynamics, customer needs, and the evolving healthcare environment.
- Strong communication, planning, collaboration, and stakeholder engagement skills.
- Fluency in English and Arabic language

Commitment to Diversity and Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Novartis is a proud member of the [ILO Global Business and Disability Network](#) and the [Valuable 500](#), promoting the inclusion of people with disabilities in workplaces around the world. We also collaborate with international partners, such as [Disability:IN](#), [Purple Space](#), and [Business Disability Forum](#) to identify and develop best practice solutions to enable people with disabilities to participate as equal members of our organization.

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
Egypt

站点
Alexandria

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

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a79a8c8ab212320936291", 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) }

```

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5. <https://businessdisabilityforum.org.uk/>
6. <https://www.novartis.com/about/strategy/people-and-culture>
7. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
8. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Alexandria/Sale-Representative--Hematology---AlexandriaREQ-10085121
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