NOVARTIS

Sr/Sales Representative - CRM

Job ID
REQ-10092978

十一月 19, 2026

Saudi Arabia

摘要

Sales Representative-CRM
Location : Riyadh

#LI-Onsite

Are you a pharmacist with a passion and drive to make a real difference for patients? Join Novartis and help bring innovative treatments to the right patients, at the right time.

As our Sales Representative, you will be a trusted partner to healthcare professionals in your territory. You will combine data-driven insight with meaningful, value-based conversations to build lasting relationships, deliver memorable customer experiences and drive competitive sales growth.

About the Role

Major accountabilities:

- Deliver or exceed territory sales and market-share objectives within agreed budgets and timelines.
- Identify and prioritise high-potential healthcare professionals and stakeholders using data and customer insight.
- Build trusted, long-term relationships with key opinion leaders, medical influencers and healthcare professionals.
- Lead value-based conversations–both in person and virtually–to understand customer needs, decision drivers, challenges and opportunities.
- Personalise and orchestrate customer journeys across relevant channels, using approved content and customer preferences.
- Partner with healthcare professionals to improve the patient journey and support the right patient at the right time.
- Achieve agreed contact, coverage, frequency and customer-engagement targets.

Requirements

- A degree in Pharmacy or Clinical Pharmacy.
- Minimum 1 year of successful pharmaceutical sales experience in a specialty environment
- Experience in cardiovascular is an advantage.
- Strong knowledge of the pharmaceutical industry and its evolving environment.
- Demonstrated ability to build effective business relationships with key opinion leaders and healthcare professionals.
- A high-achievement mindset with a strong ability to turn strategy and insight into action.
- Fluency in Arabic and English

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
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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// 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 kaltura datalayer.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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