NOVARTIS

Sr/ Sales Representative -Oncology

Job ID
REQ-10093426

十一月 19, 2026

Saudi Arabia

摘要

Sr/Sales Representative- Oncology
Location : Jeddah

#LI-Onsite

Are you passionate about improving outcomes for patients with breast cancer? Join Novartis as a Sales Representative and become a trusted partner to healthcare professionals–combining scientific knowledge, customer insight and commercial excellence to deliver meaningful impact for patients and sustainable 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 oncology or breast cancer 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
Sales

地点
Saudi Arabia

站点
Jeddah

Company / Legal Entity
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6aff9e0479a8b741848911", 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

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