

## Healthcare Solutions Partner

Job ID  
REQ-10066251  
май 03, 2026  
Саудовская Аравия

### Сводка

In this exciting role, the individual will partner with leadership teams across strategic healthcare ecosystems to deeply understand customer priorities and challenges. They will lead the design and implementation of innovative, integrated solutions that enhance outcomes across the entire patient and prescriber journey, while driving long-term mutual growth. By leveraging the full breadth of Novartis expertise, they will identify new value creation opportunities, strengthen relationships, and ensure seamless execution to deliver impactful results.

#LI-Onsite

### About the Role

#### Major Accountabilities:

- Identify and segment key customers, continuously monitoring account dynamics to ensure strategic alignment.
- Lead local execution of company strategy, fully aligned with marketing and operational brand plans.
- Act as the central point of contact for C-suite interactions with key accounts, ensuring strong executive engagement.
- Coordinate all customer activities to deliver cohesive, professional, and efficient interactions through a unified team approach.
- Drive communication strategies and oversee project execution, fostering a customer-focused organization.
- Build and maintain strong partnerships with Tier 1 customers, engaging stakeholders to map priorities and develop holistic account strategies.
- Design and implement innovative, scalable solutions tailored to customer needs, leveraging cross-functional expertise for maximum impact.
- Responsible for Ecosystem mapping rate, account strategy implementation and value creation initiatives.

#### Minimum Requirements

- Minimum of 3 years' experience in a relevant role within the insurance or pharmaceutical sector, such as Market Access, Strategic Partnerships & Alliances, or Key Account Management.
- At least 5 years of direct, hands-on experience in the Saudi Arabian market.
- Proven ability to negotiate effectively and communicate with impact.
- Demonstrated experience in managing and influencing key stakeholders.
- Arabic language is must.

**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 \(PDF 30 MB\)](#)

Дивизион  
International  
Business Unit  
Marketing  
Место  
Саудовская Аравия  
Сайт  
Riyadh  
Company / Legal Entity  
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No

Job ID  
REQ-10066251

### **Healthcare Solutions Partner**

[Apply to Job](#)  
Job ID  
REQ-10066251

### **Healthcare Solutions Partner**

[Apply to Job](#)

---

**Source URL:** <https://www.novartis.ru/careers/career-search/job/details/req-10066251-healthcare-solutions-partner>

#### **List of links present in page**

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
3. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Riyadh/Healthcare-Solutions-Partner\\_REQ-10066251](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Riyadh/Healthcare-Solutions-Partner_REQ-10066251)
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Riyadh/Healthcare-Solutions-Partner\\_REQ-10066251](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Riyadh/Healthcare-Solutions-Partner_REQ-10066251)