

Heart Failure Disease Area Partner – Mansoura, Daqahlia

Job ID
REQ-10072415
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Египет

Сводка

The Sales Representative plays a critical role in shaping our customer engagement and driving commercial success. As a key ambassador of our customer-centric approach, they cultivate meaningful relationships that deliver value to both customers and patients—contributing to sustainable sales growth while upholding the highest standards of compliance and integrity.

#LI-Onsite

About the Role

Major accountabilities:

- To meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales.
- Drive Competitive Sales Growth -Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions
- Drive sales performance through the skillful orchestration of positive customer experiences
- Engage and Build Relationships with key stakeholders.
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time) -Develop Deep Customer Insights and Understanding -Gather insights on the customers.
- Achieve agreed contact, coverage and frequency targets through face to face and meetings and deliver agreed customer centric activities within operating budget.

Work Experience

- A degree in Pharmacy is required
- Minimum experience of 0 - 3 years in pharma specialty or heart failure would be a plus.
- Must be based within or near Daqahlia city, or willing to move there.
- Knowledge of Pharma industry and its changing environment.
- Arabic and Fluency in English is a 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
Египет
Сайт
New Cairo
Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E
Alternative Location 1
Mansoura, Египет
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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