

## Therapy Area Partner-Cardiovascular-Riyadh

Job ID  
REQ-10073046  
апр 20, 2026  
Саудовская Аравия

### Сводка

Join us in Novartis Saudi Arabia in this new exciting role!

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.

### About the Role

#LI-Onsite

### Major Accountabilities

- To meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales.
- Drive Competitive Sales Growth and 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 and 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.

### Minimum Requirements

- A degree in Pharmacy or equivalent is required
- Minimum experience of 1 - 2 years in sales within institutional/government business
- Must be based in Riyadh
- Specific experience in Cardiovascular is desirable.
- Knowledge of Pharma industry and its changing environment. Experience in Building Business relationships with KOL's and HCs.
- Demonstrable high achiever mindset and translation this into actions
- 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  
Саудовская Аравия  
Сайт  
Riyadh  
Company / Legal Entity  
SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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

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