

ASCVD Sales Representative

Job ID
REQ-10078729
Июн. 04, 2026
Египет

Сводка

Job Description Summary

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

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 2 years in pharma specialty or CV would be a plus.
- Knowledge of Pharma industry and its changing environment.
- Arabic and Fluency in English is a must.

Commitment to Diversity and Inclusion:

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

Novartis is a proud member of the [ILO Global Business and Disability Network](#) and the [Valuable 500](#), promoting the inclusion of people with disabilities in workplaces around the world. We also collaborate with international partners, such as [Disability:IN](#), [Purple Space](#), and [Business Disability Forum](#) to identify and develop best practice solutions to enable people with disabilities to participate as equal members of our organization.

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
Sales
Место
Египет
Сайт
New Cairo
Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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List of links present in page

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2. <https://www.thevaluable500.com/members>
3. <https://disabilityin.org/>
4. <https://www.purplespace.org/>
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7. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
8. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/New-Cairo/ASCVD-Sales-Representative_REQ-10078729
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