

Area Manager, Oncology

Job ID
REQ-10078882
Июн. 03, 2026
Саудовская Аравия

Сводка

Area Manager, Oncology
Location : Riyadh

#LI Hybrid

As an Area Manager, you will lead and inspire a high-performing field force to deliver strong commercial outcomes and create meaningful patient impact. You will translate strategy into execution, drive customer engagement excellence, and build a culture of accountability, growth, and collaboration across your territory.

About the Role

Major accountabilities:

- Accountable for delivering the area's sales, market share, performance and profitability to meet or exceed budget targets
- Defines, develops and oversees short and long-term strategic sales plans in line with regional & global marketing strategy
- Creates and executes business plans to drive this achievement and is responsible for brands' strategic and tactical planning in line with company strategy and standards.
- Works independently to maintain existing clients and to develop new business opportunities.
- Monitors market trends, sales and product performance, conducts regular reviews against plans and takes corrective action as required.
- Complete all reporting and administrative requirements in a timely and accurate manner.
- Manages relationships with key accounts' decision makers, key opinion leaders, patient associations; and other colleagues across business functions to achieve desired results.
- Masters product knowledge and disease area knowledge; and coach the team on the same

Requirements:

- University degree in bioscience or business. Advanced degree in bioscience, medicine, business, and/or management preferred
- At least 5 years of sales experience within the pharmaceutical industry in Saudi Arabia with proved track record track-record of sales achievement and commercial management responsibility
- Sales experience in Solid Tumors is a must, experience in breast cancer is added advantage
- Significant people leadership experience in sales, and proven ability to manage, team with, and motivate associates of widely varying backgrounds across a dispersed and matrixed organization is preferable
- Extremely well-developed understanding of country regulatory, access and market environments
- Strong relationships with KOLs, customers, digital ecosystem
- Proven understanding of product launch and product commercialization processes
- Good understanding of digital trends & solutions, technology platform and products
- Fluent in English and Arabic language

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect the patients and communities we serve.

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
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 Manager)

Shift Work

No

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