

# Sales Representative

Job ID  
REQ-10079754  
Июн. 03, 2026  
Саудовская Аравия

## Сводка

Sales Representative  
Location : Riyadh

#LI Onsite

The Sales Representative is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

## About the Role

### Major accountabilities:

- 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 in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities.
- Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels.
- Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis
- 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).
- Follow up on customer feedback and translate responses into actions that create additional value and exceed expectations -Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans.
- Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans.

### Minimum Requirements:

- A degree in Pharmacy or equivalent is required
- Minimum experience of 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
- Fluency in English and Arabic 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>

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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

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