

## Senior/Advanced Medical/Sales Representative

Job ID  
REQ-10080045  
Июн. 15, 2026  
Египет

### Сводка

-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

#### Key Responsibilities:

- Drive sales growth by identifying and prioritizing high-potential HCPs and stakeholders using data-driven insights.
- Deliver impactful, customer-centric experiences through value-based, personalized engagements across channels.
- Build and sustain strong relationships with HCPs, opinion leaders, and key influencers to enhance the patient journey.
- Generate and leverage customer insights to refine territory plans, improve engagement strategies, and inform internal stakeholders.
- Collaborate compliantly with cross-functional teams to address customer and patient needs and deliver value-driven solutions.
- Act as a trusted partner, maintaining high standards of integrity, transparency, and ethical conduct.
- Ensure adherence to Novartis Code of Ethics, including timely reporting of adverse events/complaints and compliant sample distribution.

#### Essential Requirements:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

#### Desirable Requirements:

#### Work Experience:

- Established Network to target Customer Group desirable.
- Sales in Healthcare / Pharma / related business.

#### Skills:

- Key Account Management
- Commercial Excellence
- Communication Skills
- Compliance
- Conflict Management
- Cross-Functional Coordination
- Customer Insights
- Professional Ethics
- Health Care Industry
- Influencing Skills
- Negotiation Skills
- Selling Skills
- Technical Skills

#### Languages:

- English

**Why Novartis:** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

#### 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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>.

**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  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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