

Sales Manager - Hematology

Job ID
REQ-10082689
июл 09, 2026
Египет
Available in: English

Сводка

Sales Manager, Hematology
Location : Cairo

#LI-Onsite

Join Novartis as a Sales Manager – Hematology and lead a high-performing sales team to deliver meaningful impact for healthcare professionals and patients. In this role, you will drive commercial execution, build strong customer partnerships, and develop talent while ensuring excellence, compliance, and performance across your territory.

If you are a commercially driven people leader with a passion for building strong teams, deep customer partnerships, and better outcomes for patients, we'd love to hear from you.

About the Role

Major accountabilities:

- Lead the sales team to achieve agreed sales, productivity, and performance targets across the assigned portfolio and territory.
- Develop and execute business plans, including strategic and tactical brand planning aligned with company standards.
- Maintain strong relationships with existing customers while identifying and developing new business opportunities.
- Manage resources, area sales performance, expense budgets, and key commercial priorities to deliver business results.
- Coach, train, and develop Medical Representatives/Product Specialists to strengthen team capability and performance.
- Build effective relationships with key accounts, decision makers, key opinion leaders, patient associations, and cross-functional partners.
- Stay current on market dynamics, competitor activity, pricing intelligence, customer needs, product knowledge, and disease area insights.
- Champion customer satisfaction, timely reporting, and a strong culture of compliance with Novartis policies and procedures.

Requirements:

- Sales experience in healthcare, pharmaceuticals, or a related business.
- Experience in specialty portfolio, preferably in hematology or Oncology
- Strong market knowledge and an established healthcare network are highly desirable.
- Ability to understand and respond to the evolving dynamics of the pharmaceutical industry.
- Strong leadership, coaching, customer engagement, and cross-functional collaboration skills with track record in managing a high performing team
- Fluency in English and Arabic language

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 Manager)
Shift Work
No

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