NOVARTIS

Sr/Sales Representative - CRM

Job ID
REQ-10092978
Ноя. 19, 2026
Саудовская Аравия

Сводка

Sales Representative-CRM
Location : Riyadh

#LI-Onsite

Are you a pharmacist with a passion and drive to make a real difference for patients? Join Novartis and help bring innovative treatments to the right patients, at the right time.

As our Sales Representative, you will be a trusted partner to healthcare professionals in your territory. You will combine data-driven insight with meaningful, value-based conversations to build lasting relationships, deliver memorable customer experiences and drive competitive sales growth.

About the Role

Major accountabilities:

- Deliver or exceed territory sales and market-share objectives within agreed budgets and timelines.
- Identify and prioritise high-potential healthcare professionals and stakeholders using data and customer insight.
- Build trusted, long-term relationships with key opinion leaders, medical influencers and healthcare professionals.
- Lead value-based conversations—both in person and virtually—to understand customer needs, decision drivers, challenges and opportunities.
- Personalise and orchestrate customer journeys across relevant channels, using approved content and customer preferences.
- Partner with healthcare professionals to improve the patient journey and support the right patient at the right time.
- Achieve agreed contact, coverage, frequency and customer-engagement targets.

Requirements

- A degree in Pharmacy or Clinical Pharmacy.
- Minimum 1 year of successful pharmaceutical sales experience in a specialty environment
- Experience in cardiovascular is an advantage.
- Strong knowledge of the pharmaceutical industry and its evolving environment.
- Demonstrated ability to build effective business relationships with key opinion leaders and healthcare professionals.
- A high-achievement mindset with a strong ability to turn strategy and insight into action.
- Fluency in Arabic and English

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
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)
Shift Work
No

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