

## Area Manager, Oncology

Job ID  
REQ-10078882  
июл 06, 2026  
Саудовская Аравия  
Available in: English

### 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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