NOVARTIS

Sr/Sales Representative- CRM

Job ID
REQ-10089602
Ноя. 11, 2026
Саудовская Аравия

Сводка

Sr/ Sales Representative - CRM
Location: Riyadh

#LI-Onsite

Ready to turn scientific expertise into meaningful impact for customers and patients?

Join Novartis and help shape better customer experiences across the cardiovascular landscape. In this role, you will combine data-driven territory planning, trusted relationships and personalized engagement to grow the business and help improve the patient journey.

About the Role

Major accountabilities:

- Deliver or exceed territory sales and market-share objectives within agreed budgets and timelines.
- Identify and prioritize 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.
- Personalize 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
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)
Shift Work
No

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