

Therapy Area Partner

Job ID
REQ-10047876
May 07, 2025
Saudi Arabia

Summary

You'll boost sales growth, surpass targets, and spearhead product promotions. You'll inspire your team, expand your product expertise and ensure smooth business operations. Your success will be measured in sales achievements, contact rates, and your knowledge of our diverse products. This position is an excellent opportunity for personal growth and continuous learning

About the Role

Major Accountabilities

- To meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales.
- To achieve agreed contact, coverage and frequency targets through face to face and meetings and deliver agreed customer centric activities within operating budget.
- To promote defined Novartis products according to campaign briefs and policies.
- To assist in coaching of sales team including of ongoing coaching and counselling through regular field visits.
- To ensure outstanding personal and team knowledge, and understanding of Novartis priority products, technical information, product strategy, positioning, key messages and programmes.
- Effective administration of territory business including, maintenance of high-quality record systems, daily communication with administrative systems and timely processing of territory business expenses (AV and personal).
- Effective communication with territory colleagues and relevant members of other teams e.g. Healthcare, Hospital, in order to understand, maximise and drive territory.

Key performance indicators/ Measures of success

- Sales and market share targets (sales vs. targets, market share growth, market share, absolute cash growth and relative cash growth – as specified by specific brand).
- Contact rate and coverage (daily contact rate vs. benchmark)
- Meetings spend vs. budget
- Therapy/product knowledge including tertiary evaluations of progress
- Delivery of customer centric activities – dependent on individual and in agreement with territory sales manager
- Territory administration – reports are completed accurately and to timescales

(Budget, Cost, Sales, etc.)

Individual sales target - to be defined in annual
performance document

Meetings budget – to be defined in annual
performance document

Impact on the organization:

Key role in achieving sales for given territory

Education:

- Degree educated in relevant discipline OR Life science degree,
- Paramedic/nursing qualification, country relevant medical sales accreditation

Experience

- Proven, successful selling track record (Primary and Secondary Care)-minimum 1 - 3 years in pharma environment.
- Knowledge of pharma industry and its changing environment
- Demonstrable high achiever in same or other relevant fields

Languages:

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Saudi Arabia

Site

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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