

Therapy Area Partner, Oncology- Jeddah

Job ID

REQ-10075515

Apr 07, 2026

LOC_SA

About the Role

Major Accountabilities:

- **Meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales through the skilful orchestration of positive customer experiences.**
- **Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions. Achieve agreed contact, coverage and frequency targets through face to face and meetings and deliver agreed customer centric activities within operating budget**
- **Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)**
- **Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities**
- **Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels.**
- **Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)**
- **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, maximize and drive territory.**

Requirements:

- **Pharmacist/Clinical Pharmacist Degree of Education and Qualifications.**
- **Proven, successful sales record with minimum 1 year in pharma specialty environment preferably in Oncology/ Breast Cancer**
- **Knowledge of Pharma industry and its changing environment.**
- **Experience in Building Business relationships with KOL's and HCPs.**
- **Demonstrable high achiever mindset and translation this into actions.**

Languages:

- Arabic & Fluency in English is a must.

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.

Role Requirements

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 \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Sales

Location

LOC_SA

Site

Jeddah

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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