

Therapy Area Partner / Senior Therapy Area Partner

Job ID

REQ-10080023

Jun 10, 2026

LOC_SA

About the Role

Key Responsibilities:

- Achieve sales and market share growth targets within defined budgets and timelines while effectively promoting Novartis products as per campaign guidelines.
- Deliver strong customer engagement by meeting contact, coverage, and frequency goals through face-to-face interactions and customer-centric activities.
- Support team capability building through ongoing coaching, counselling, and regular field visits while maintaining high standards of product and technical knowledge.
- Ensure efficient territory management through accurate record-keeping, timely expense processing, and seamless communication with cross-functional teams to maximize performance.

Essential Requirements:

- Sales Performance: Achieve defined sales and market share targets, including growth in market share, absolute and relative cash growth, aligned with brand objectives.
- Customer Engagement: Maintain optimal contact rate and territory coverage by meeting or exceeding daily benchmarks for customer interactions.
- Budget Management: Monitor and control meeting-related expenses to ensure alignment with allocated budgets.
- Product & Therapy Knowledge: Demonstrate strong and continuously improving therapy and product knowledge, supported by regular performance evaluations.
- Customer-Centric Execution: Effectively deliver tailored, customer-focused activities in alignment with territory sales plans and manager expectations.
- Territory Administration: Ensure accurate, timely reporting and efficient management of territory-related documentation and processes.

Desirable Requirements:

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 0 (Fresh grad) - 2 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: Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates

that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook.

<https://www.novartis.com/careers/benefits-rewards>

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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>.

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

Marketing

Location

LOC_SA

Site

Riyadh

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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