

Senior/Advanced Medical/Sales Representative

Job ID

REQ-10080045

Jun 15, 2026

LOC_EG

About the Role

Key Responsibilities:

- Drive sales growth by identifying and prioritizing high-potential HCPs and stakeholders using data-driven insights.
- Deliver impactful, customer-centric experiences through value-based, personalized engagements across channels.
- Build and sustain strong relationships with HCPs, opinion leaders, and key influencers to enhance the patient journey.
- Generate and leverage customer insights to refine territory plans, improve engagement strategies, and inform internal stakeholders.
- Collaborate compliantly with cross-functional teams to address customer and patient needs and deliver value-driven solutions.
- Act as a trusted partner, maintaining high standards of integrity, transparency, and ethical conduct.
- Ensure adherence to Novartis Code of Ethics, including timely reporting of adverse events/complaints and compliant sample distribution.

Essential Requirements:

- To be populated at local level, based on the guidance that will follow from IMI Field Engagement Performance Management Council outcomes.

Desirable Requirements:

Work Experience:

- Established Network to target Customer Group desirable.
- Sales in Healthcare / Pharma / related business.

Skills:

- Key Account Management
- Commercial Excellence
- Communication Skills
- Compliance
- Conflict Management
- Cross-Functional Coordination
- Customer Insights
- Professional Ethics
- Health Care Industry
- Influencing Skills
- Negotiation Skills
- Selling Skills
- Technical Skills

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_EG

Site

New Cairo

Company / Legal Entity

EG02 (FCRS = EG002) Novartis Pharma S.A.E

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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