

Senior Business Manager/Account Manager – Gene Therapies

Job ID

REQ-10084722

Jul 29, 2026

LOC_SA

About the Role

Major accountabilities:

- Develop and execute strategic and tactical plans for the Gene Therapies portfolio.
- Drive sales performance, revenue growth and market share in line with business objectives.
- Translate market insights, customer needs and business opportunities into impactful commercial initiatives.
- Build strong relationships with key accounts, decision makers, key opinion leaders, patient associations and cross-functional partners.
- Manage brand budgets, external agencies and promotional activities with strong accountability and compliance.
- Monitor business performance and the external environment, taking corrective action where needed.
- Act as a brand champion, creating focus, alignment and enthusiasm across internal and external stakeholders.

Requirements

- University degree or equivalent qualification in Science, Marketing, Business or a related field.
- At least 5 years commercial services and/or brand management in rare diseases.
- Strong understanding of rare diseases, Gene Therapies and customer-centric commercial strategy.
- Proven ability to develop business plans, manage budgets and deliver measurable performance outcomes.
- Strong stakeholder management skills with the ability to influence across internal and external networks.
- Fluency in English and Arabic.

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

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area

FCT_SA

Job Type

Full time
Employment Type
Regular (Sales Manager)
Shift Work
No
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