

Sales Representative, Immunology

Job ID

REQ-10084636

Aug 04, 2026

LOC_SA

About the Role

Major Accountabilities

- Deliver agreed sales, market share and territory performance targets.
- Build trusted relationships with healthcare professionals through relevant face-to-face and virtual engagement.
- Execute brand and campaign plans using approved product messages and clinical information.
- Use customer insights, CRM data and omnichannel tools to prioritise accounts and personalise engagement.
- Gather and share customer, market and competitor insights to strengthen business planning.
- Collaborate with Sales, Marketing, Medical and other cross-functional partners to address customer and patient needs.
- Manage territory resources, forecasting, records and expenses accurately and responsibly.
- Ensure every activity meets company policies, ethical standards and local regulatory requirements

Requirements

- A degree in Pharmacy, Life Sciences or another relevant discipline.
- At least 2 years of successful pharmaceutical, healthcare or relevant sales experience.
- Experience with biologics, or Immunology portfolio preferred
- A proven record of achieving results through strong customer engagement and territory management.
- Confidence using data, CRM platforms and digital channels to plan and improve customer interactions.
- The ability to communicate product and clinical information clearly and credibly.
- High ethical standards and a commitment to compliant, responsible ways of working.

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

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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