

Sale Representative, Hematology - Alexandria

Job ID

REQ-10085121

Aug 07, 2026

LOC_EG

About the Role

Major accountabilities:

- Drive competitive sales growth by identifying, prioritizing, and engaging high-potential healthcare professionals and key stakeholders.
- Build strong, trusted customer relationships through value-based conversations across in-person and virtual channels.
- Personalize customer engagement plans using insights, data, available content, and customer preferences.
- Develop deep customer understanding and translate feedback into actions that create value and exceed expectations.
- Partner compliantly with cross-functional teams to address unmet customer and patient needs.
- Establish effective relationships with opinion leaders and medical influencers to support better patient outcomes.

Requirements:

- Degree in Science, Pharmacy, Business, or a related field.
- Sales experience in healthcare, pharmaceuticals, or a related business.
- Experience in Hematology / Oncology highly desired
- Strong customer focus with the ability to build trusted relationships with healthcare professionals and stakeholders.
- Good understanding of market dynamics, customer needs, and the evolving healthcare environment.
- Strong communication, planning, collaboration, and stakeholder engagement skills.
- Fluency in English and Arabic language

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.

Novartis is a proud member of the [ILO Global Business and Disability Network](#) and the [Valuable 500](#), promoting the inclusion of people with disabilities in workplaces around the world. We also collaborate with international partners, such as [Disability:IN](#), [Purple Space](#), and [Business Disability Forum](#) to identify and develop best practice solutions to enable people with disabilities to participate as equal members of our organization.

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_EG
Site
Alexandria
Company / Legal Entity
EG02 (FCRS = EG002) Novartis Pharma S.A.E
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular
Shift Work
No
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