

Customer Engagement Partner

Job ID
REQ-10076272

4月 29, 2026

Saudi Arabia

摘要

Bring scientific depth and commercial acumen to a role that helps shape Oncology care. As a Customer Engagement Partner, you ' ll build trusted partnerships with healthcare stakeholders, deliver meaningful customer experiences, and help patients access innovative Novartis therapies.

About the Role

Major Accountabilities:

- Own and deliver territory performance—meet or exceed sales targets (market share and growth) within agreed budgets and timelines.
- Drive high-impact customer engagement—achieve contact, coverage, and frequency goals through in-person visits and meetings, delivering customer-centric activities within budget.
- Execute brand strategy with integrity—promote defined Novartis products in line with campaign briefs, compliance requirements, and company policies.

- Be the therapy-area expert—maintain outstanding knowledge of priority products, scientific data, positioning, key messages, and program updates; translate insights into value for customers.
- Run your territory like a business—keep high-quality records, maintain timely system updates, and submit territory expenses accurately and on time.

Requirements:

- Bachelor ' s degree in Pharmacy (PharmD preferred); clinical pharmacy background is an advantage.
- 2+ years of experience in a pharma specialty environment.
- Experience managing an oncology portfolio (prostate cancer experience preferred).
- Strong understanding of the pharmaceutical industry and its evolving environment.
- Proven ability to build trusted relationships with KOLs and healthcare stakeholders; strong collaboration and stakeholder management skills.
- Scientific literacy, strategic thinking, and strong problem-solving skills, with a demonstrated drive for results.

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive workplace and diverse teams that reflect the patients and communities we serve.

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 \(PDF 30 MB\)](#)

部门

International

Business Unit

Sales

地点

Saudi Arabia

站点

Riyadh

Company / Legal Entity

SA01 (FCRS = SA001) Novartis Saudi Arabia Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
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false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
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false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
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(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
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(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Riyadh/Customer-Engagement-PartnerREQ-10076272-1>
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