

# Disease Area Partner – Heart Failure | Sharkia

Job ID

391189BR

May 31, 2024

Egypt

## Summary

Location: Sharkia, Egypt #LI-Onsite About the Role: As an experienced sales professional, you will be responsible (directly or indirectly) for achieving sales targets and promoting the products to medical practitioners and allied healthcare professionals; for a specific account(s), product(s) or a given territory in a specialty area, bringing specialist knowledge in the required therapeutic area. This role reports directly into the First Line Sales Manager and will work hand in hand with the brand team.

## About the Role

### Key Responsibilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives.
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales.
- Provide Key account/hospital network support, market access support, including referral networks.
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors.
- Achieve agreed contact, coverage, and frequency targets through various communication channels.
- Ensure customer satisfaction and best in class customer relationship.
- Ensure the accurate and timely completion of all reports.
- Handle enquiries and complaints quickly and professionally and in accordance with company procedures.
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Provide input into effective use of promotional funds and territory sales forecasting.

### Essential Requirements:

- Pharmacist or a Medical Doctor (MD).
- 0-3 years of relevant experience working in a relevant position in a multinational pharmaceutical company.
- Fluency in English and Arabic Languages.

### Desirable Requirements:

- Experience handling governmental sector is preferred.

**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.

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.

***Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.***

**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>

### **Languages :**

- English.
- Arabic.

**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>

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Division

International

Business Unit

Innovative Medicines

Location

Egypt

Site

Amiria

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Job ID

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