

Therapeutic Area Partner - Immunology Dubai

Job ID
REQ-10063980

5月 05, 2026

Utd.Arab Emir.

摘要

The Sales Representative plays a pivotal role in driving customer engagement and sales outcomes. As the primary ambassador of our customer experience strategy, they cultivate meaningful relationships that create value for both customers and patients, contributing to sustainable sales growth in a compliant and ethical manner.

#LI-onsite

About the Role

Major accountabilities:

- Achieve business growth targets within the defined budget and timeline.
- Deliver excellence in executing Sales Force Effectiveness (SFE) KPIs.
- Effectively implement marketing strategies and key strategic initiatives.

- Engage and manage Targeted Medical Experts (TMEs) by understanding and addressing their needs.
- Foster cross-functional collaboration, communication, and knowledge sharing.
- Conduct comprehensive account mapping to support strategic planning and execution.

Minimum Requirements:

- A degree in Pharmacy is required.
- Minimum of 2 years ' experience in Sales is must, with Immunology - Dermatology experience as preferred within the UAE market.
- New Launch experience is highly preferred.
- Solid communication skills, analytical skills, and presentation skills.
- Established experience in successfully managing and engaging TMEs.

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

Utd.Arab Emir.

站点

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
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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"]) {
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[]; 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 } }; }
```

```
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```

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