

# Therapeutic Area Partner - Immunology

Job ID REQ-10063980		
10月 13, 2025		
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.

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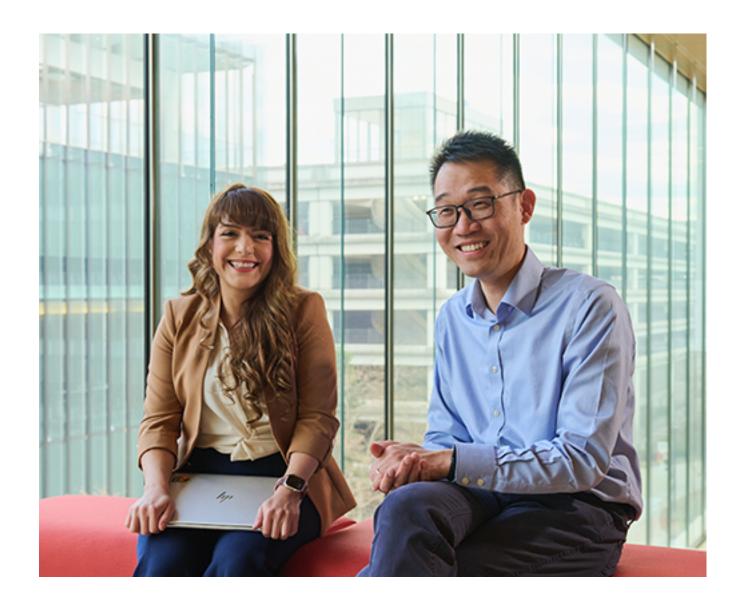
部门 International

Business Unit Innovative Medicines

地点 Utd.Arab Emir.

站点 Abu Dhabi
Company / Legal Entity AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)
Alternative Location 1 Dubai, Utd.Arab Emir.
Functional Area Sales
Job Type Full time
Employment Type Regular (Sales)
Shift Work No
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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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