

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.

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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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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