

## Therapeutic Area Partner-Heart Failure-(Abu Dhabi and Alain)

Job ID  
REQ-10073213

3月 15, 2026

Utd.Arab Emir.

### 摘要

We are hiring a Therapeutic Area Partner for our IBBI Therapy Area to be based in Abu Dhabi/ Alain. This role is a leading driver of our customer interactions and sales performance. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

### About the Role

#LI-Onsite

#### Major Accountabilities

- To meet or exceed sales targets (market share/market share growth) within agreed budgets and timescales.
- Drive Competitive Sales Growth and identify and prioritize high-potential customers through

- data analysis (HCPs and stakeholders) who influence prescription decisions
- Drive sales performance through the skillful orchestration of positive customer experiences
  - Engage and Build Relationships with key stakeholders.
  - Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time).
  - Develop Deep Customer Insights and Understanding and gather insights on the customers.
  - Achieve agreed contact, coverage and frequency targets through face to face and meetings and deliver agreed customer centric activities within operating budget.

#### Minimum Requirements

- A degree in Pharmacy or equivalent is required
- Minimum experience of 1 - 2 years in pharma sales is a must with experience in Cardio Renal Metabolic (CRM) experience is preferred
- Solid understanding of UAE market
- Knowledge of Pharma industry and its changing environment. Experience in Building Business relationships with KOL 's and HCs.
- Demonstrable high achiever mindset and translation this into actions
- Arabic and Fluency in English is a must.

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  
Abu Dhabi

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

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b6b8b889e82481808316"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth <= deviceWidth) { var config = { targetId:
"kalturaplayer69b6b8b889e82481808316", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "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 } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
```

```
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"}); setTimeout(() => {  
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {  
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {  
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===  
'function') { otherPlayer.pause(); } })); }); }); } catch (e) { console.error(e.message) }
```



**VIDEO**

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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1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Abu-Dhabi/XMLNAME--Therapeutic-Area-Partner---HF---HTN--Abu-Dhabi-and-Alain-REQ-10073213>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Abu-Dhabi/XMLNAME--Therapeutic-Area-Partner---HF---HTN--Abu-Dhabi-and-Alain-REQ-10073213>