

Sales and Marketing Manager Oncology, Radioligand Therapy Area Gulf Cluster

Job ID
REQ-10074136

3月 17, 2026

Utd.Arab Emir.

摘要

We are hiring for a Sales and Marketing Manager Oncology for the Radioligand Therapy area who will be responsible to lead, manage and develop the relevant brand with its current and future product portfolio, delivering agreed forecast and market share objectives within the framework of Novartis.

#LI-Onsite

About the Role

Major accountabilities:

- Develop a clear, well communicated business vision that can be reflected in a focused, lean, energized therapeutic team where this vision can be turned into excellent implementation of

well-conceived tactical plans

- Ensure that agreed targets are achieved, as well as fully manage expense budgets (A&P +Local) in coordination with Therapeutic Area Head 's, Country Operations Head & Cluster Head.
- Deliver all promotional tools and design regional programs to drive achievement
- Grow market share of the new brand while minimizing market loss of other Novartis brands. Lead the brand in all markets through a full product launch cycle.
- Build and develop excellent matrix management relationships with Country Operations Head / FLMS to optimize Field force and local budget spend.
- Work closely with sales teams in each region to build a strategy for the brand and prepare for major upcoming launches
- Fully implement the region ' s marketing concept and marketing plan.
- Set performance objectives based on marketing plans and assessment of individual performance vs. objectives.
- Acquire/possess an in-depth knowledge of the customer/marketplace, key dynamics, and company policies as well as up to date knowledge of key competitors and their likely strategies.

Requirements:

- Solid understanding of Gulf markets is required
- Solid tumors experience is mandatory
- Sales or Brand Manager experience in UAE is a must
- Excellent analytical, presentation and communication skills.
- Proven exceptional external customer focus and building strong relationship with KOLs
- Ability to bring strategy to life through execution.
- Proven ability to work cross-functionally
- Problem solver; able to assess and solve complex problems using qualitative and quantitative analysis
- Curious, creative, and up to date with latest trends and market best practices

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

Marketing

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 Manager)

Shift Work

No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b923e7590b1281240741"); 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 < originalWidthValue) {
var config = { targetId:
"kalturaplayer69b923e7590b1281240741", 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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List of links present in page

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/Dubai/Sales-and-Marketing-Manager-Oncology--Radioligand-Therapy-Area-Gulf-ClusterREQ-10074136-1>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Dubai/Sales-and-Marketing-Manager-Oncology--Radioligand-Therapy-Area-Gulf-ClusterREQ-10074136-1>