

## Sales Representative - CRM Therapy Area, UAE

Job ID  
REQ-10082776

7月 07, 2026

Utd.Arab Emir.

Available in: English

### 摘要

Sales Representative, Cardiometabolic  
Location: Abu Dhabi

Join Novartis as a Sales Representative supporting our Cardiometabolic Therapeutic Area in Abu Dhabi. In this role, you will execute in-field commercial strategies for priority brands, build meaningful relationships with healthcare professionals, and deliver high-quality, compliant customer engagement that supports patient access and business growth

The Sales Representative is responsible for executing the in-field commercial strategy for assigned priority brands within a defined territory. The role focuses on high-quality customer engagement, effective execution of brand and tactical plans, generating demand, and delivery of agreed sales objectives, in line with Novartis policies, ethical standards, and compliance requirements.

If you are passionate about customer engagement, commercial excellence, and making a meaningful impact for patients, we 'd love to hear from you.

## About the Role

### Key Responsibilities

- Execute territory plans and in-field commercial activities for assigned priority brands, aligned with brand strategy and business objectives.
- Deliver compliant, high-quality product promotion and customer engagement with healthcare professionals, using approved messages and materials.
- Apply customer segmentation, value-based targeting, call planning, and personalized omnichannel engagement using approved digital tools and platforms.
- Act as a trusted therapeutic area commercial partner by communicating relevant clinical data, evidence, and appropriate product use.
- Generate demand and deliver agreed sales objectives within the assigned territory.
- Collect, interpret, and share field insights on customer needs, market dynamics, competitor activity, and territory priorities to inform local action plans.
- Participate in local events, meetings, and promotional activities in line with governance, ethical, and regulatory standards.
- Collaborate cross-functionally with Marketing, Medical, Value & Access, and Execution Excellence partners to strengthen customer engagement and execution quality.

### Requirements:

- Degree/education in relevant discipline.
- Solid understanding of UAE market
- Abu Dhabi-based candidates are preferred.
- Cardiometabolic experience is preferred
- Proven successful performance track record
- 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

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

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a4d63528b2d4201946683", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
```

```
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if (kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (kPlayer.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 (kPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if (kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if (kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if (kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (kPlayer.plugins["googleAnalytics"]) { 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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise = thumbnailEmbed({config, mediaInfo: {entryId: "1dgvfmafo"}}); // thumbnailEmbed() returns a Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to capture the player directly. thumbEmbedPromise .then(function(player) {  
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so it can // attach custom event listeners immediately, regardless of when // the user clicked the thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', { detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) { console.error(e.message) }
```

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