

## Therapeutic Area Partner - Immunology Dubai

Job ID  
REQ-10063980  
май 05, 2026  
Объединенные Арабские эмираты

### Сводка

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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Дивизион  
International  
Business Unit  
Sales  
Место  
Объединенные Арабские эмираты  
Сайт  
Dubai  
Company / Legal Entity  
AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)  
Functional Area  
Продажи  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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