

Area Manager, Neuroscience- Gulf Cluster

Job ID
REQ-10080732
Июн. 11, 2026
Объединенные Арабские эмираты

Сводка

Area Manager, Neuroscience- Gulf Cluster
Location :Dubai

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About the Role

We are looking for an Area Manager, MS to lead sales performance and field execution across the Gulf Cluster. This role is ideal for a commercially driven people leader who can translate strategy into action, coach high-performing teams, and build strong customer partnerships that deliver meaningful business and patient impact.

In this role, you will be responsible for driving sales objectives, market share growth, and customer engagement excellence across Gulf countries. You will lead, coach, and develop a team of Sales Representatives while partnering closely with cross-functional teams to execute brand strategy, prepare for launches, and identify opportunities through market and customer insights.

About the Role

Major accountabilities:

- Drive delivery of sales objectives and market share across Gulf countries; identify local opportunities and risks using market and competitor insights
- Provide inputs to inform territory design decisions and ensure incentive scheme is understood by the sales representatives team
- Lead, coach, and develop a team of Sales Representatives across the Gulf, embedding a high-performance culture with clear objectives and accountability
- Optimize individual and team capability through structured coaching and development planning
- Champion customer-centric engagement and omnichannel excellence in execution
- Build strong partnerships with key customers and stakeholders, enabling effective cross-functional collaboration to maximize patient and business impact
- Collect, interpret and share field sales teams insights on best practices, customer needs, market dynamics, and competitor activity
- Consolidate and communicate clearly the team insights as well as analysis and synthesis of territory performance, identifying priorities and aligning team objectives accordingly
- Work closely and seamlessly with sales and country operations teams in each Gulf country to successfully roll-out the brand strategy and prepare for upcoming launches

Minimum Requirements:

- Solid understanding of Gulf markets is required
- Neuroscience experience is preferred, experience in MS advantages
- 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
- 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>

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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 Manager)
Shift Work
No

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