

Therapy Area Representative

Job ID
REQ-10080791
Июн. 09, 2026
Кувейт

Сводка

The Therapy Area Representative 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.

#LI-Onsite

About the Role

Major accountabilities:

- To meet business **growth objectives** within agreed budgets and timescales.
- To excel at **execution of SFE KPIs**.
- Implementation of marketing messages and strategic projects.
- To **manage** and **engage TMEs** through understanding needs.
- Cross-functional **collaboration, communication and sharing insights**.
- **Account Mapping**.

Requirements:

- **Degree/education** in relevant discipline.
- Solid understanding of **Kuwait** market is mandatory.
- **Oncology experience is preferred**
- **Specialty experience is a plus**
- **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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
Marketing
Место
Кувейт
Сайт
Kuwait
Company / Legal Entity
KW01 (FCRS = KW001) Novartis Kuwait Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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