

Therapy Area Representative- Kuwait

Job ID
REQ-10082364
Июн. 29, 2026
Кувейт
Available in: English

Сводка

We are looking for an experienced candidate based in Kuwait to join our team as Therapy Area Representative for Oncology. The TA Representative in Kuwait is responsible for executing in-field tactics for assigned priority brands within a defined territory. The role focuses on high-quality external stakeholder engagement and delivery of agreed field performance objectives, in line with Novartis policies, ethical standards, and compliance requirements.

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About the Role

Major accountabilities:

- Execute data-driven field engagement and delivering tailored omnichannel interactions using digital tools
- Deliver high-quality, compliant product promotion aligned with brand strategy and therapeutic area priorities
- Act as a trusted partner to HCPs by communicating clinical evidence, product value, and appropriate use
- Leverage "next best action" insights and digital platforms to maximize engagement impact and execution excellence
- Capture and share field insights on customer needs, market dynamics, and competitor activity to inform strategy and territory planning
- Collaborate cross-functionally and operate in full compliance with company policies, ethical standards, and local regulations

Requirements:

- Degree/education in relevant discipline.
- Solid understanding and experience of **Kuwait** market is mandatory.
- Ability to execute omnichannel stakeholders' journeys effectively
- Can demonstrate successful performance track record
- Solid communication skills, analytical skills, and presentation skills.
- Strong external stakeholders' engagement and relationship management skills.
- Proven ability to use digital/AI tools as part of daily work.

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<https://www.novartis.com/about/strategy/people-and-culture>

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Дивизион
International
Business Unit
Sales
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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List of links present in page

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- 2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
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