

Therapeutic Area Partner Hematology. UAE

Job ID
REQ-10076760
Июн. 04, 2026
Объединенные Арабские эмираты

Сводка

We are hiring for a Therapeutic Area Partner to join our Oncology Therapy area - Hematology line based in UAE. The Sales 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 UAE market.
- Oncology/ Hematology experience is preferred
- Proven successful performance track record
- Solid communication skills, analytical skills and presentation skills.
- Established experience in successfully managing and engaging Top Medical Experts.

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
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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