

Sales Representative, Immunology- Abu Dhabi

Job ID
REQ-10080785
Июн. 11, 2026
Объединенные Арабские эмираты

Сводка

Sales Representative
Location : Abu Dhabi
#LI-Onsite

We are looking for a Sales Representative to be a key driver of customer engagement and sales performance. In this role, you will be the face of our customer experience approach—building trusted relationships with healthcare professionals, delivering value for customers and patients, and driving business growth in a compliant and ethical manner.

If you are passionate about customer engagement, ethical sales execution, and creating value for healthcare professionals and patients, we would love to hear from you. Apply now and take the next step in your career.

About the Role

Major accountabilities:

- Deliver business growth objectives within agreed budgets and timelines.
- Execute sales force effectiveness KPIs with discipline and consistency.
- Implement marketing messages and support strategic commercial projects.
- Build, manage, and engage trusted medical experts by understanding their needs and priorities.
- Collaborate cross-functionally, communicate market insights, and support aligned execution.
- Conduct account mapping to identify opportunities and strengthen customer engagement

Requirements:

- A degree or equivalent qualification in a relevant discipline.
- Strong understanding of the UAE market is preferred.
- Experience in Immunology is preferred; Specialty experience is an added advantage.
- A proven track record of successful sales performance.
- Strong communication, analytical, and presentation skills.
- Demonstrated experience in successfully managing and engaging trusted 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
Abu Dhabi
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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