

TA Representative

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REQ-10083987
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Кувейт
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Сводка

The TA Representative in NPhS country is responsible for supporting HQ by executing the 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.

#LI-Onsite

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 of **Kuwait** market is preferred.
- 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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