

Therapy Area Representative

Job ID
REQ-10083549
июл 13, 2026
Кувейт
Available in: English

Сводка

We are hiring for a Therapy Area Representative to join our Commercial Portfolio Team based in Kuwait. The TA Representative in Kuwait will be 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.
- 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.

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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