

Sales Representative – Immunology, Abu Dhabi

Job ID
REQ-10087632
сен 10, 2026
Объединенные Арабские эмираты

Сводка

Sales Representative, Immunology
Location : Abu Dhabi

Join Novartis as a Sales Representative supporting our Immunology Therapeutic Area in Abu Dhabi. In this role, you will execute in-field commercial strategies for priority brands, build meaningful relationships with healthcare professionals, and deliver high-quality, compliant customer engagement that supports patient access and business growth.

If you are passionate about customer engagement, commercial excellence, and making a meaningful impact for patients, we'd love to hear from you.

#LI-Onsite

About the Role

Major accountabilities:

- Execute the ICE field execution framework by segmenting customers, applying value-based targeting, delivering personalized omnichannel engagement, following data-driven call plans, and ensuring timely visit documentation.
- Deliver compliant, high-impact customer engagement by applying approved brand messaging, leveraging digital tools, and continuously improving execution through coaching and performance insights.
- Act as a trusted therapeutic area commercial partner to HCPs, explaining clinical data, evidence, and appropriate product use.
- Maximize technology enablement support systems, e.g. "next best action" proposals, to enhance customer engagement impact.
- Collect, interpret, and share field insights on best practices, customer needs, market dynamics, competitor activity, and territory needs and priorities, to develop actions to address them.
- Participate in or contribute to local events, meetings, and promotional activities in compliance with governance standards.
- Collaborate cross-functionally with TA Marketing, Medical TA, Value & Access, and Execution Excellence partners

Requirements:

- Degree/education in relevant discipline.
- Proven successful performance track record
- Experience in Immunology / Dermatology is preferred
- Experience in launching new products is preferred
- Solid experience in UAE market is preferred.
- Solid communication skills, analytical skills and presentation skills.
- Established experience in successfully managing and engaging TMEs.

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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List of links present in page

- 1. <https://www.novartis.com/about/strategy/people-and-culture>
- 2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
- 3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Abu-Dhabi/Sales-Representative---Immunology--Abu-Dhabi_REQ-10087632-1
- 4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Abu-Dhabi/Sales-Representative---Immunology--Abu-Dhabi_REQ-10087632-1