

# Therapeutic Area Partner Hematology. UAE

Job ID

REQ-10076760

Jun 04, 2026

LOC\_AE

## 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.

## Role Requirements

**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>

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[Read our handbook \(PDF 30 MB\)](#)

Division

DIV\_IM

Business Unit

Sales

Location

LOC\_AE

Site

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

FCT\_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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