

Therapy Area Representative

Job ID

REQ-10080791

Jun 09, 2026

LOC_KW

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 Kuwait market is mandatory.
- Oncology experience is preferred
- Specialty experience is a plus
- Proven successful performance track record
- Solid communication skills, analytical skills and presentation skills.
- Established experience in successfully managing and engaging TMEs.

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

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

Division

DIV_IM

Business Unit

Marketing

Location

LOC_KW

Site

Kuwait

Company / Legal Entity

KW01 (FCRS = KW001) Novartis Kuwait Limited

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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