

Sales Representative, Immunology- Abu Dhabi

Job ID

REQ-10080785

Jun 11, 2026

LOC_AE

About the Role

Major accountabilities:

- Deliver business growth objectives within agreed budgets and timelines.
- Execute sales force effectiveness KPIs with discipline and consistency.
- Implement marketing messages and support strategic commercial projects.
- Build, manage, and engage trusted medical experts by understanding their needs and priorities.
- Collaborate cross-functionally, communicate market insights, and support aligned execution.
- Conduct account mapping to identify opportunities and strengthen customer engagement

Requirements:

- A degree or equivalent qualification in a relevant discipline.
- Strong understanding of the UAE market is preferred.
- Experience in Immunology is preferred; Specialty experience is an added advantage.
- A proven track record of successful sales performance.
- Strong communication, analytical, and presentation skills.
- Demonstrated experience in successfully managing and engaging trusted 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>

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

Sales

Location

LOC_AE

Site

Abu Dhabi

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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