

Area Manager, Neuroscience- Gulf Cluster

Job ID

REQ-10080732

Jun 11, 2026

LOC_AE

About the Role

Major accountabilities:

- Drive delivery of sales objectives and market share across Gulf countries; identify local opportunities and risks using market and competitor insights
- Provide inputs to inform territory design decisions and ensure incentive scheme is understood by the sales representatives team
- Lead, coach, and develop a team of Sales Representatives across the Gulf, embedding a high-performance culture with clear objectives and accountability
- Optimize individual and team capability through structured coaching and development planning
- Champion customer-centric engagement and omnichannel excellence in execution
- Build strong partnerships with key customers and stakeholders, enabling effective cross-functional collaboration to maximize patient and business impact
- Collect, interpret and share field sales teams insights on best practices, customer needs, market dynamics, and competitor activity
- Consolidate and communicate clearly the team insights as well as analysis and synthesis of territory performance, identifying priorities and aligning team objectives accordingly
- Work closely and seamlessly with sales and country operations teams in each Gulf country to successfully roll-out the brand strategy and prepare for upcoming launches

Minimum Requirements:

- Solid understanding of Gulf markets is required
- Neuroscience experience is preferred, experience in MS advantages
- Sales or Brand Manager experience in UAE is a must
- Excellent analytical, presentation and communication skills
- Proven exceptional external customer focus and building strong relationship with KOLs
- Ability to bring strategy to life through execution
- Problem solver; able to assess and solve complex problems using qualitative and quantitative analysis
- Curious, creative, and up to date with latest trends and market best practices

Role Requirements

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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 Manager)
Shift Work
No
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