

Therapy Area Representative

Job ID

REQ-10083549

Oct 01, 2026

LOC_KW

About the Role

Major accountabilities:

- Execute data-driven field engagement and delivering tailored omnichannel interactions using digital tools
- Deliver high-quality, compliant product promotion aligned with brand strategy and therapeutic area priorities
- Act as a trusted partner to HCPs by communicating clinical evidence, product value, and appropriate use
- Leverage “next best action” insights and digital platforms to maximize engagement impact and execution excellence
- Capture and share field insights on customer needs, market dynamics, and competitor activity to inform strategy and territory planning
- Collaborate cross-functionally and operate in full compliance with company policies, ethical standards, and local regulations

Requirements:

- Degree/education in relevant discipline.
- Solid understanding of Kuwait market is preferred.
- Ability to execute omnichannel stakeholders journeys effectively
- Can demonstrate successful performance track record
- Solid communication skills, analytical skills, and presentation skills.
- Strong external stakeholders engagement and relationship management skills.
- Proven ability to use digital/AI tools as part of daily work.

Role Requirements

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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