

TA Representative – Commercial Portfolio Kuwait

Job ID

REQ-10089137

Oct 01, 2026

LOC_KW

About the Role

Major accountabilities:

- Execute the ICE field execution framework by segmenting customers, applying value-based targeting, delivering personalized omnichannel engagement, following data-driven call plans, and ensuring timely visit documentation.
- Deliver compliant, high-impact customer engagement by applying approved brand messaging, leveraging digital tools, and continuously improving execution through coaching and performance insights.
- Act as a trusted therapeutic area commercial partner to HCPs, explaining clinical data, evidence, and appropriate product use.
- Maximize technology enablement support systems, e.g. "next best action" proposals, to enhance customer engagement impact.
- Collect, interpret, and share field insights on best practices, customer needs, market dynamics, competitor activity, and territory needs and priorities, to develop actions to address them.
- Participate in or contribute to local events, meetings, and promotional activities in compliance with governance standards.
- Collaborate cross-functionally with TA Marketing, Medical TA, Value & Access, and Execution Excellence partners

Requirements:

- Degree/education in relevant discipline.
- Proven successful performance track record
- Experience in launching new products is preferred
- Solid experience in Kuwait market is preferred.
- Solid communication skills, analytical skills and presentation skills.
- Established experience in successfully managing and engaging TMEs.

Role Requirements

Division

DIV_IM

Business Unit

Sales

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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