

## Sales Representative, Immunology- Abu Dhabi

Job ID  
REQ-10080785

6月 11, 2026

Utd.Arab Emir.

### 摘要

Sales Representative  
Location : Abu Dhabi  
#LI-Onsite

We are looking for a Sales Representative to be a key driver of customer engagement and sales performance. In this role, you will be the face of our customer experience approach—building trusted relationships with healthcare professionals, delivering value for customers and patients, and driving business growth in a compliant and ethical manner.

If you are passionate about customer engagement, ethical sales execution, and creating value for healthcare professionals and patients, we would love to hear from you. Apply now and take the next step in your career.

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.

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 \(PDF 30 MB\)](#)

部门

International

Business Unit

Sales

地点

Utd.Arab Emir.

站点  
Abu Dhabi

Company / Legal Entity  
AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular (Sales)

Shift Work  
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a3559d4d43d2949877182", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
```

```
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =  
kPlayer.setup(config); // Add the player to the global array.  
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.  
kalturaPlayer.loadMedia({entryId: "1d_gfvmafo"}); } catch (e) { console.error(e.message) }
```

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4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Abu-Dhabi/Sales-Representative--Immunology--Abu-DhabiREQ-10080785>