

# Key Account Manager

Job ID  
394572BR  
Jul 03, 2024  
Thailand

## Summary

Location: Bangkok, Thailand #LI Hybrid Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you. About the Role: Responsible for key account management at a local level. Manage the business relationship and activities with key accounts in order to foster and extend the relationship & obtain the sales targets. Develop and maintain relationships with key stakeholders within accounts, developing deep understanding of customer challenges with respect to patients and identifying solutions that enhance patient care. This role reports directly into the Head of Key Account Management.

## About the Role

- Responsible for driving sales, promotion and development in the designated accounts to reach commercial goals -Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes.
- Lead the preparation of strategies and individual tactical plans and to give strategic input in terms of analysis, future potential and key programs required for the accounts.
- Prepare and negotiate contracts, and guide initiatives that the company launches to target particular account -Analyze market situation including competitive intelligence activities on key accounts and key competitors
- Organize customer events and other programs independently or with marketing/medical department, in line with agreed business tactical plans.
- Contribute to the mapping of stakeholders, including segmentation and profiling and provide accurate and timely data for the Novartis CRM system.
- Responsible for driving the sales operations plan and for achieving agreed sales and broader performance targets for own part of the organization.
- Develop an effective sales team through training and coaching or management of key commercial programmes

## Essential Requirements:

- Bachelor's Degree in Pharmacy.
- Minimum 3 years of experience in Pharmaceutical industry with experience in key account management
- Competent in establishing strong and sustainable relationship with key stakeholder

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Division

International

Business Unit

Innovative Medicines

Location

Thailand

Site

Bangkok

Company / Legal Entity

TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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