

Key Account Manager – Oncology Therapy Area

Job ID
REQ-10006463
May 14, 2024
Ireland

Summary

185+. This is the number of people dedicated to winning people`s heart and minds. Our MISSION is to discover new ways to improve and extend people's lives. We use science-based innovation to address some of society's most challenging healthcare issues. We discover and develop breakthrough treatments and find new ways to deliver them to as many people as possible We are looking for a Key Account Manager to join our highly dynamic Oncology team, to deliver our vision to Reimagine Cancer Care in Ireland.

About the Role

Your responsibilities include, but are not limited to:

- Responsible for driving sales, promotion and development in the designated accounts to reach commercial goals
- Establish and develop long-term relationships with key customers. Acquire a thorough understanding of key customer needs and requirements. Expand the relationships with existing customers by continuously proposing solutions that meet their needs and objectives.
- Responsibility for achieving annual territory sales budget.
- Develop territory plan and implement organize customer events and other initiatives 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.
- With the support of Sales Manager, conduct regular cross-functional account planning

What you'll bring to the role:

- University degree in Science and /or degree in Business, Marketing or another relevant field.
- Experience in Commercial and/or Sales role, ideally in pharmaceutical industry or similar environment.
- Demonstrated high performer, proven track record of results.
- Ability to work effectively in a cross/functional team environment
- Results oriented, self-organized and self-starter
- Experience in Oncology is a plus

Why consider Novartis?

766 million lives were touched by Novartis medicines in 2021, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives.

We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways

of working.

We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

Imagine what you could do at Novartis!

#NovartisIrelandInspires

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Division

International

Business Unit

Innovative Medicines

Location

Ireland

Site

Dublin (Country President Office (CPO))

Company / Legal Entity

IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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