

Key Account Manager RLT

Job ID
REQ-10013063
Jul 15, 2024
Poland

Summary

Location: Southern and Western Poland (Voivodaship: dolnośląskie, śląskie, małopolskie, opolskie). mMain cities: Wrocław, Gliwice, Kraków, Katowice, Opole, Zielona Góra) Preferred place of residence based on work location: Wrocław, Śląsk: Katowice, Kraków. If you are the person full of passion, energy, looking for innovative solutions for the patients and enjoying working in the TEAM of people sharing your inspiration and openness – this the position for YOU!

About the Role

Key Responsibilities:

- Contact with clients promoting ADACAP/NVS and distributed products, introduction of new products.
- Visiting nuclear medicine, endocrinologists, oncologists' departments throughout the country.
- Control of the market situation of radiopharmaceuticals. Marketing activities for established projects.
- Ensuring the good visibility of the company's operations on the domestic market. Searching for new development opportunities.
- Joining the market access process of company products on the home market and hospital market. Supporting activities related to the functioning of the RLT/RLI, warehouse, tender processes.
- Preparing/Supporting marketing materials and activities.
- Organizing the company's participation in national conferences
- Participation in the launch of RLT products on the Polish market

Essential Requirements::

- University degree (scientific, Master of Pharmacy, other biological sciences, economics or business degree)
- 5-years operational experience in customer-facing roles
- Experience in the field of nuclear medicine/RLT, oncological endocrinology, uro-oncology – will be an advantage
- Languages: Polish - fluent in speech and writing and English – communicative level.
- Marketing & sales knowledge and digital intelligence in promotion of medicinal products
- Strong cross-functional team player, enthusiasm to work together and to inspire the Team
- Acts with credibility and clarity of purpose to build and maintain effective and collaborative relationships

Desirable Requirements:

- Professional experience ideally in the quality assurance department but not required.

- Excellent negotiation and persuasion skills, interpersonal and efficient communication
- Ability to quickly build collaborative working relationships with a diverse range of stakeholders
- Capable to adapt, organize, prioritize, and work effectively and collaboratively on multifunctional teams in a dynamic field-based environment

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? :

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Division

International

Business Unit

Innovative Medicines

Location

Poland

Site

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Sales) (Fixed Term)

Shift Work

No

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