

# Key Account Manager /Senior Account Manager - RLT

Job ID  
REQ-10016172  
Jul 18, 2024  
Poland

## Summary

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

**Work Location: Central and Northern Poland**

**Main cities: Warszawa, Lublin, Kielce, Białystok, Rzeszów, Siedlce**

**Preferred place of residence based on work location: Warsaw; voivodaship: mazowieckie.**

## 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

**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:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

### **Commitment to Diversity and Inclusion:**

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

**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>.

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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

Regular (Sales)

Shift Work

No

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