

# Healthcare Manager

Job ID  
REQ-10028152  
Nov 05, 2024  
Denmark

## Summary

Location: Denmark, 70% on the field.

The Novartis HealthCare Manager acts with a triple-win\* mentality and will collaborate with internal and external partners to achieve business and growth objectives through measurable field activities, and projects.

The overall goal is to accelerate time to treatment and increase the patient uptake in Denmark. Single point of contact to HealthCare Professionals in prioritized key accounts to ensure better patient and customer experience for key priority brands and launches. Based on solid market insights this person will lead and drive key account planning and execution also using cross-functional capabilities in the organization. As an integrated part of the key account management, is responsible for engaging with medical experts and educate on scientific information.

This position is reporting to the Customer Engagement Director.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Responsible for achieving patient uptake, sales, and pre-launch market development targets and projects for prioritized accounts.
- Build in depth scientific knowledge within specified therapy areas (brand, disease area, guidelines, competition etc.) and leverage in account and medical engagement planning.
- Responsible for developing and completing strategic and tactical key account plans and proactively leverage cross functional capabilities in the organization.
- Secure alignment with the national brand strategy defined by the marketing managers but also colleagues in market access, medical, HCS partnership and public affairs.
- Validates external needs/difficulties and leads implementation of solutions (digital and non-digital) tailored to customer needs. Obtain solid insights regarding the market and patient dynamics and overall competitive situation in prioritized accounts included mapping of HCPs. Provide accurate and timely data for the Novartis CRM system.
- Keep a strong focus on digital solutions and leverage Novartis omnichannel strategy in the account planning.
- Ensures that own work meets all regulatory requirements and complies with local and global standards.
- Ensures that all Adverse Events (AEs) are brought to attention to the Patient Safety department and Product Complaints to Quality organization within 24 hours after received.

## Essential Requirements:

- Education: Bachelor's or Master's Degree.
- Min. 2 years of experience as an MSL or KAM from healthcare industry.
- Good understanding of the healthcare system.
- Proficient Danish and English, both written and spoken.
- Scientific knowledge.
- Relationship building.

## Desirable Requirements:

- Experience with Lipid clinics.

**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>

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

## Commitment to Diversity and Inclusion / EEO:

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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**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>

Division

International

Business Unit

Innovative Medicines

Location

Denmark

Site

Copenhagen

Company / Legal Entity

DK06 (FCRS = DK006) Novartis Healthcare A/S

Functional Area

Sales

Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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