

# Key Account Manager - Iasi - Immunology

Job ID  
REQ-10038641  
Jan 29, 2025  
Romania

## Summary

85+. 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 ambitious healthcare issues. We discover and develop breakthrough treatments and find new ways to deliver them to as many people as possible.

## About the Role

### Major accountabilities:

- Your responsibilities include, but are not limited to:
- Maintain contacts with customers and KOLs – through individual visits, sales meetings, promotional lectures and participation in congresses and seminars
- Responsibility for achieving annual territory sales budget.
- Develop territory plan and implement marketing and sales strategies for particular oncology centers.
- Conduct business meetings with key customers and customers from the key sector.  
Together with Sales and Marketing Managers discuss and compare key account meetings results with a company strategy.

## Minimum Requirements:

- Bachelor's degree or equivalent experience is required
- 3-5 years of sales experience in pharmaceutical field
- Demonstrated high performer, shown history of success
- Ability to work effectively in a team
- Romanian language on native level Desirable
- Communicative level of English language
- Agility to learn

## 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!**

**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>

**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

Romania

Site

Bucuresti

Company / Legal Entity

RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

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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