

# Key Account Manager Neuroscience - Targu Mures | 2 year Contract

Job ID  
REQ-10040590  
Feb 24, 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

### **This is a Maternity Cover Contract Limited for 2 years !**

#### 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 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 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

Temporary (Sales) (Fixed Term)

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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