

Key Account Manager /Senior Account Manager - RLT

Job ID
REQ-10016172
Jul 18, 2024
Polonia

Resumen

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>.

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>

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>

División

International

Business Unit

Innovative Medicines

Ubicación

Polonia

Sitio

Warsaw

Company / Legal Entity

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

Functional Area

Ventas

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

[Apply to Job](#)

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

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

Job ID

REQ-10016172

Key Account Manager /Senior Account Manager - RLT

[Apply to Job](#)

Source URL: <https://www.adacap.com/careers/career-search/job/details/req-10016172-key-account-manager-senior-account-manager-rlt>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/careers/benefits-rewards>
3. <https://www.novartis.com/about/strategy/people-and-culture>
4. <https://talentnetwork.novartis.com/network>
5. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Warsaw/Key-Account-Manager--Senior-Account-Manager---RLT_REQ-10016172
6. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Warsaw/Key-Account-Manager--Senior-Account-Manager---RLT_REQ-10016172