

# KAM/Senior KAM - Oncology - Scotland

Job ID  
REQ-10031237  
Dic 04, 2024  
Reino Unido

## Resumen

This is a sales role responsible for achieving sales targets by promoting and selling the Novartis Breast Cancer product covering the Edinburgh and North England area. We are open to different levels of experience and the role may be titled Senior KAM depending on experience.

## About the Role

### Location:

This position will cover the following territory:

- Aberdeen, Dundee, Edinburgh, Glasgow

Please note this role requires the successful candidate to live on the territory and have the right to work in the UK. Visa or relocation support are not available for this role.

#LI Remote

### Your responsibilities:

- Develop account plans for the product, customers and develop new business opportunities
- Develop and apply an understanding of customer organizations and networks and of diverse influences that affect customer decisions
- Develop business/clinical networks supporting Medical advocacy and key opinion leader plans, including medical experts from customer or academic communities
- Ensure that Novartis products and supporting services are broadly understood and available to more patients and customers
- Deploy and uses Marketing and Sales promotional materials and programs; coordinate direct promotion programs and facilitates pull-through activities
- Present highly technical portfolios to customer audiences
- Develop deep specialist product and disease state knowledge in the specific therapeutic area and leverage this to build professional customer relationships and support sound clinical discussions
- Integrate customer-facing activities in cross-functional teams (e.g. Medical Affairs, Market Access) to achieve sales targets.

### Role Requirements

- Degree or equivalent experience
- Relevant sales experience (primary or secondary care)

- High level of self-motivation and a strong dedication to succeed
- Experience and understanding of the UK healthcare system
- Strong communication and selling skills
- Engaging customer centric approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working
- An existing network of contacts and relationships from the territory would be advantageous
- Full UK driving license

#### **Desirable Requirements :**

- Experience with use of AI for Customer Engagement Plans
- Ideally specialist knowledge from Breast Cancer ideally

#### **Commitment to Diversity:**

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

#### **Why Novartis?**

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

#### **You'll receive:**

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

#### **Join our Novartis Network:**

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<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>

**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>

División  
International  
Business Unit  
Innovative Medicines  
Ubicación  
Reino Unido  
Sitio  
Field Force (England / Wales)  
Company / Legal Entity  
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.  
Functional Area  
Ventas  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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