

# Key Account Manager, Oncology - South West London - 12 month contract

Job ID

REQ-10010408

oct 28, 2024

Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

## Résumé

This is a 12 month secondary care sales role responsible for achieving sales targets by promoting and selling the Novartis Breast Cancer product across South West London.

Play your part to differentiate Novartis as a leader in our breast cancer therapy area.

## About the Role

### Location:

This position will cover South West London territory.

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

### **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>

Emplacement

Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

Functional Area

Ventes

Employment Type

Regular (Sales)

Shift Work

No

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