

# Key Account Manager, CVD - Wales

Job ID

REQ-10027600

nov 06, 2024

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

## Résumé

As a Key Account Manager, you will implement and execute business plans to meet sales goals. Contribute to and implement account plans with complex customers across secondary care.

## About the Role

### Location:

This territory covers Wales

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

### Major accountabilities:

- Develop & execute account plans for assigned product lines/brands, customers or therapeutic area; uncovers and develops relationships within Secondary care
- Develop and apply an understanding of customer organisations and networks and of diverse influences that affect customer decisions (e.g. peer relationships).
- Develop business/clinical customer relationships across Secondary care by implementing the broader account plan. Adapt and optimize approach and communication style during sales calls, responding appropriately to customer needs.
- Make effective use of available technologies and channels to support sales calls. Ensure that Novartis products and supporting services are broadly understood and available to more patients and customers.
- Deploy and use 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 a specific therapeutic area and leverages this to build professional customer relationships and support sound clinical discussions.
- Use detailed knowledge of competitor products' features and benefits during sales calls to improve sales of Novartis products. Allocate resources effectively for sampling, programs, and events, etc.
- A team player who will work with the cross-functional teams (e.g. Marketing, Medical Affairs, Market Access) to achieve sales targets.

### Requirements:

- Secondary care pharmaceutical sales experience is essential
- Experience and existing networks in Wales area is desirable
- Strong customer orientation
- UK/NHS experience is essential
- Patient/client-driven with excellent communication skills
- Cross functional collaboration
- Agile, curious and positive mindset
- Valid Driver's License for the UK
- ABPI qualification

**Commitment to Diversity & Inclusion:**

*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:

**You’ll receive:**

Competitive salary, Sales incentive scheme, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, 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>

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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

Emplacement

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

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Alternative Location 1

Field Force (England / Wales) (Sandoz), Royaume-Uni de Grande-Bretagne et d'Irl. du Nord

Functional Area

Ventes

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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