

# Key Account Manager, Haematology - Scotland, North East of England and Northern Ireland

Job ID

REQ-10041782

Mar 10, 2025

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

## Résumé

Novartis is looking for a driven key account manager with a passion for selling to lead one of their top strategic brands of the company in the successful Haematology business unit. You will play an important part of the success of a team that has already changed lives of many people living with CML in the UK. This is the ideal job for someone who is hungry for success, to be rewarded for this and to further develop their career at this exciting time at Novartis. The vacancy is due to a development move.

## About the Role

### Location:

The territory covers Scotland, North East of England and Northern Ireland.

The 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.

### Key responsibilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key Account/Hospital network support, market access support, including referral networks
- Gain a deep understanding in the Haematology specialist area and priority products
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction and best in class customer relationship
- Contribute positively to the immediate and wider cross functional team to create a performance culture with a lot of fun!

### Requirements:

- Experience working in a secondary care sales role
- UK/NHS experience is essential
- Commercial and sales aptitude with a desire to drive for results
- Strong communication and selling skills
- Engaging customer centric approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working

**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: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:**

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase 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>

Division

International

Business Unit

Universal Hierarchy Node

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.

Functional Area

Ventes

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/Key-Account-Manager--Haematology---North-England--Scotland--NI\\_REQ-10041782-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/Key-Account-Manager--Haematology---North-England--Scotland--NI_REQ-10041782-1)
5. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/Key-Account-Manager--Haematology---North-England--Scotland--NI\\_REQ-10041782-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/Key-Account-Manager--Haematology---North-England--Scotland--NI_REQ-10041782-1)