

# Senior Key Account Manager, Northeast England: Dermatology

Job ID  
REQ-10014994  
Sep 11, 2024  
United Kingdom

## Summary

Location:

This role will cover Yorkshire, Humber and the North East Region of the UK.

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.

About the role:

The purpose of this secondary care role is to be responsible to achieve sales targets and promote Dermatology products to healthcare professionals and payors in the North East of England.

This is a great opportunity to work with on of Novartis' biggest and most successful brands;

You will be joining a high performing team, both in terms of the regional team, cross functional team and the Immunology team.

This is also an excellent opportunity to develop and grow a career within the Novartis family.

The role is responsible for the promotion of one of Novartis' biggest brands across Dermatology, which has an extremely positive impact on patients suffering from psoriasis and hidradenitis suppurativa.

## About the Role

### Job 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 network support, market access support, including referral networks
- Gain a deep understanding in the Dermatology 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 Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives
- Provide input into effective use of promotional funds and territory sales forecasting

**Essential requirements:**

- Degree or equivalent, ideally in a science
- Experience working in a UK Pharmaceutical Company in a Dermatology sales role
- Strong communication and selling skills
- Engaging customer-focused approach
- Patient-centric outlook
- Collaborative and has proven success with cross-functional working
- In-depth understanding of the UK healthcare system.
- Strong communication and selling skills
- Full UK driving licence

**Desirable requirements:**

- Specialist knowledge from Dermatology sales role
- Brings an existing network of contacts and relationships from the territory

**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.

**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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Division  
International  
Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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