

Executive Portfolio Account Specialist

Job ID
REQ-10030697
Dec 04, 2024
Australia

Summary

Come join the dynamic team at Novartis and be a part of an exciting evolution! We are currently hiring a Portfolio Account Specialist to join our commercial team focused on solid tumours. This full-time permanent position is based in the NSW South territory.

As a key member of our field force team, you will report directly to the Portfolio National Sales Manager. In this role, you will play a crucial role in driving customer interactions and sales performance. You will be responsible for representing our customer experience approach and building strong relationships that deliver value for our patients and their clinical journey.

About the Role

- Identify and prioritise influential customers (HCPs and stakeholders) through data analysis
- Drive sales performance by orchestrating positive customer experiences and building relationships
- Engage in value-based conversations to understand customer challenges, pain points, and opportunities
- Personalise customer engagement journeys by reflecting customer preferences and leveraging multiple channels
- Build sustained collaborations with HCPs for Novartis
- Deliver customer-centric experiences beyond clinical differentiation
- Establish effective relationships with opinion leaders and medical influencers • Gather insights on customer business and follow up on feedback
- Leverage data sources to prioritize and adjust interaction plans
- Share customer insights with internal stakeholders for content and campaign development
- Collaborate with cross-functional teams to address unmet needs
- Act as a trusted partner and create value-add solutions
- Demonstrate integrity and respect towards customers and colleagues.

To be successful in this role:

- University qualification in Science, Business or Marketing
- Proven track record in sales and/or marketing and driving results
- Strong understanding of the healthcare industry, particularly pharmaceuticals or pharmacy.
- Excellent communication and interpersonal skills are essential, as you will be working with a diverse group of stakeholders.
- The ability to think strategically and analytically will be critical in making informed decisions and driving business growth.

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

Innovative Medicines

Location

Australia

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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

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List of links present in page

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