

Associate Director Key Accounts CMO (m/f/d) / Operativni vodja ključnih kupcev CMO (m/ž/d)

Job ID
REQ-10032215
May 21, 2025
Slovenia

Summary

#LI-Hybrid

As an Associate Director of Key Accounts, your pivotal role will encompass steering success for our contract manufacturing business by exercising exemplary management of designated accounts. Central to your role lies building solid relationships with key stakeholders, probing into each customer's individual requirements and needs. You will establish and execute business plans to reveal mutually advantageous strategies that serve both Novartis and our valued customers.

This is your opportunity to leverage your skills and make a valuable contribution. We invite you to join us and become a pivotal part of the talent at Novartis.

Kot Operativni vodja ključnih kupcev bo vaša vloga obsegala upravljanje poslovne enote z učinkovitim upravljanjem dodeljenih strank. Vzpostavljali boste odnose z deležniki ter analizirali potrebe strank. Ustvarili in izvedli boste poslovne načrte za razvoj strategij, ki bodo koristile tako Novartisu kot strankam. Vabimo vas, da se pridružite naši ekipi v podjetju Novartis, kjer boste imeli priložnost uporabiti svoje veščine in aktivno prispevati k uspehu našega podjetja.

About the Role

Key Responsibilities:

- Responsible for thorough supervision and management of assigned Key Accounts in our CMO platform, developing strategic plans to meet customer needs and business goals.
- Accountable for achieving financial targets and working effectively in coordinating with different departments to maximize account sales.
- Handles contract optimization, access, and reimbursement related to relevant customers for the CMO business unit.
- Leads negotiations and, contract creation with assigned Key Accounts.
- Establishes and implements strategies to foster long-term relationships with Accounts, based on comprehensive understanding of their organization, structure, and business objectives.
- Takes the lead in leading cross-functional teams to develop and execute business plans for assigned Accounts.
- Sharing insights on best practices to improve account management.
- Key player in negotiation process, offering strategic guidelines and support to the team. Also relays customer insight and activities to internal stakeholders for potential business opportunities.

Essential Requirements:

- University diploma in Business, Economics, Science or other comparable degree.
- Significant account management experience.
- Strong customer orientation and cross functional leadership.
- Active knowledge of English.
- Highly motivated, independent and self-initiative.

We offer temporary employment. Submit your application with the CV in Slovenian and English language.

You'll receive:

Competitive salary, Annual bonus, Flexible working schedule, tailored to your needs, possibility to work from home, Pension scheme, Employee Recognition Scheme, Expanded program for the promotion of health in the field of physical, mental and social well-being (Wellbeing), Unlimited learning and development opportunities.

Commitment to Diversity and Inclusion:

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

Vaše ključne odgovornosti:

- Odgovornost za temeljito nadzorovanje in upravljanje dodeljenih ključnih računov na naši CMO platformi, razvijanje strateških načrtov za zadovoljevanje potreb strank in poslovnih ciljev.
- Odgovornost za doseganje finančnih ciljev in učinkovito delo pri usklajevanju z različnimi oddelki za povečanje prodaje na računu.
- Upravljanje s pogodbeno optimizacijo, dostopom in povračili, povezanimi z ustreznimi strankami za poslovno enoto CMO.
- Vodenje pogajanja in ustvarjanje pogodb z dodeljenimi ključnimi računi.
- Ustanavljanje in izvajanje strategije za vzpostavitev dolgoročnih odnosov s ključnimi strankami, ki temeljijo na celovitem razumevanju organizacije, strukture in poslovnih ciljev.
- Vodilna vloga pri vodenju interdisciplinarnih timov pri razvijanju in izvajanju poslovnih načrtov za dodeljene stranke.
- Prezemanje vodilne vloge pri izmenjavi izkušenj in najboljših praks za izboljšanje upravljanja računov.
- Ključni sodelavec v pogajalskem procesu, ki nudi strateške smernice in podporo ekipi.
- Predajanje informacij o strankah in njihovih aktivnostih internim deležnikom za razvijanje potencialnih poslovnih priložnosti.

Vaš doprinos k delovnem mestu:

- Univerzitetna stopnja izobrazbe iz področja poslovanja, ekonomije, naravoslovja ali druge ustrezne smeri.
- Obsežne izkušnje z upravljanjem ključnih kupcev.
- Osredotočenost na stranke in vodenje funkcij.

- Aktivno znanje angleščine.
- Visoka stopnja motivacije, samostojnosti in samoiniciativnosti.

Z izbranim kandidatom bomo sklenili delovno razmerje za določen čas s poskusno dobo 6 mesecev.

Prijavo oddajte z življenjepisom v slovenskem in angleškem jeziku.

Kaj nudimo:

Konkurenčen plačni paket, letni bonus, fleksibilen način dela, z možnostjo prilagajanja urnika in delom od doma, pokojninsko shemo, shemo nagrajevanja in priznanja dosežkov, razširjeni program promocije zdravja na področju telesnega, duševnega in družbenega počutja (Polni življenja) ter dogodke, neomejene priložnosti za učenje in razvoj.

Predani smo raznolikosti in vključenosti

Novartis si prizadeva ustvariti izjemno, vključujoče delovno okolje in oblikovanje raznolikih timov, saj ti predstavljajo naše bolnike in skupnosti, ki jih oskrbujemo.

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

Operations

Business Unit

Innovative Medicines

Location

Slovenia

Site

Ljubljana

Company / Legal Entity

SI19 (FCRS = SI019) Novartis farmacevtska proizvodnja d.o.o.

Alternative Location 1

Prague, Czech Republic

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Fixed Term)

Shift Work

No

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Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversity.inclusion_slo@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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5. mailto:diversity.inclusion_slo@novartis.com
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