

Strategic Account Manager - Delta

Job ID
REQ-10032618
Dec 18, 2024
Egypt

Summary

Location: Delta, Egypt #LI-Hybrid

About the Role:

As a Strategic Account Manager, you will be responsible to build and leverage strong networks and relationships with key internal and external stakeholders to develop innovative solutions, address access hurdles in the new authorities / ecosystem and demonstrate the value of Novartis partnership. Responsible for translating market access strategies into implementation tactics, preparing health economic analysis, driving external communication and collaborating with cross-functional team to meet customer needs for the assigned business franchises. Achieve optimal market access on listing, pricing and reimbursement status in order to generate joint value for customers, patients and Novartis.

This role reports directly into the Strategic Account Lead.

About the Role

Key Responsibilities:

- Drive healthcare system innovation and unlock possibilities to deliver value for the ecosystem and society. Identifying, mapping, engaging and managing ecosystem stakeholders.
- Analyze broader trends and patterns in healthcare systems / ecosystem and bring it inside Novartis and bring all Novartis Knowledge capabilities out to the ecosystem to create long standing partnership
- Focus on achieving mutual value through cross-functional delivery of tailored solutions for” ecosystem”
- Alignment and integration of account management processes with other relevant business processes to enable organization-wide support
- Increased focus on customer value beyond product & deliver mutual value based on deep understanding of patient, HCS and business needs
- Build and leverage strong networks and relationships with key internal and external stakeholders to develop innovative solutions, address access hurdles in the new ecosystems and demonstrate the value of Novartis partnership
- Anticipate business impact of current and future legislation in close collaboration with Access team & Public Affairs,
- Measure, and analyze, report and improve the impact of access solutions implemented.
- Play an active collaborative role in the squad structure.
- Analyze and synthesize information from multiple sources to identify and prioritize account opportunities, applying relevant frameworks such as SWOT analysis and specific pull-through strategies and tactics.

Develop and execute an integrated Patient Access & Payer plan aimed at delivering product differentiation most relevant to the payers across the strategic accounts.

Essential Requirements:

- Bachelor's degree in Science and/or Business, Marketing or a relevant discipline.
- Experience with innovative pharmaceuticals or medical products market.
- 2+ years of operational experience in customer-facing roles with some Sales leadership including Key Account Management experience.
- Demonstrated operational skills and performance delivery, ideally in leading transformational change.
- Establishing and managing strategic partners.
- Delta residency, preferably Mansoura or Tanta.
- Strong English language proficiency.

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.

Novartis is a proud member of the *ILO Global Business and Disability Network* and the *Valuable 500*, promoting the inclusion of people with disabilities in workplaces around the world. We also collaborate with international partners, such as *Disability: IN*, *Purple Space*, and *Business Disability Forum* to identify and develop best practice solutions to enable people with disabilities to participate as equal members of our organization.

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Skills:

- Account Management.
- Accountability
- Collaboration
- Commercial Excellence
- Competitive Intelligence
- Compliance
- CRM (Customer Relationship Management).
- Customer Engagement
- Ethics
- Healthcare Sector
- Market Development
- Problem Solving Skills
- Revenue Growth
- Selling Skills
- Value Propositions
- Process Education

Languages :

- Arabic.
- English.

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

Egypt

Site

New Cairo

Company / Legal Entity

EG02 (FCRS = EG002) Novartis Pharma S.A.E

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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3. <https://disabilityin.org/>
4. <https://www.purplespace.org/>
5. <https://businessdisabilityforum.org.uk/>
6. <https://www.novartis.com/about/strategy/people-and-culture>
7. <https://talentnetwork.novartis.com/network>
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