

Country Promotion Manager Solid&Hema Therapeutic Area | Oncology | Poznań/Łódź/Bydgoszcz/Szczecin

Job ID
REQ-10056701
Jul 04, 2025
Poland

Summary

Location: Poznań/Łódź/Bydgoszcz/Szczecin | Poland
Relocation Support: Novartis is unable to offer relocation support: please only apply if accessible.

Step into a role where your strategic leadership directly shapes patient outcomes. As Country Promotion Manager for the Solid Tumors Area, you'll be at the forefront of transforming key account relationships into meaningful healthcare solutions. By understanding the challenges faced by providers and patients alike, you'll drive initiatives that improve access, elevate care standards, and make a real difference in people's lives.

About the Role

Key Responsibilities

- Drive sales, promotion, and development in designated accounts to achieve commercial goals
- Develop and execute tailored key account strategies and action plans
- Lead contract negotiations and support targeted initiatives for strategic accounts
- Analyze market trends and competitor activity to inform account planning
- Organize customer events and programs aligned with business objectives
- Ensure timely and accurate CRM data entry and stakeholder mapping
- Coach and support sales team development through training and performance guidance

Essential Requirements

- Proven experience in key account management within the healthcare or pharmaceutical industry
- Demonstrated success in driving sales and revenue growth in complex account environments
- Strong understanding of clinical trial design, data interpretation, and reporting
- Excellent communication and stakeholder engagement skills across cross-functional teams
- Proficiency in CRM systems and data-driven decision-making
- Fluency in English, both written and spoken

Desirable Requirements

- Previous experience in a similar position will be an advantage
- Experience managing or mentoring sales teams in a matrixed, cross-functional environment
- Familiarity with solid tumor or hematology therapeutic areas

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.

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

Poland

Site

Warsaw

Company / Legal Entity

PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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