

Key Account Manager , Haematology - Yorkshire, East Midlands, Northamptonshire.

Job ID
REQ-10020853
Sep 03, 2024
United Kingdom

Summary

Novartis are looking for a passionate and driven key account manager to join the Haematology team. You will play an important part of the success of a team that has already changed lives of many people living with Myelofibrosis in the UK.

About the Role

Location:

This is a field based role covering: Yorkshire, East Midlands, Northamptonshire.

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. #LI Remote

Major accountabilities:

- 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/Hospital network support, market access support, including referral networks
- Gain a deep understanding in the Haematology 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

Commitment to Diversity & Inclusion:

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

Essential requirements:

- Experience working in a UK Pharmaceutical Company in a specialty hospital sales role

- Commercial and sales success and desire to drive for results
- Strong communication and selling skills
- Engaging customer focused approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working

Desirable requirements:

- Specialist knowledge from Haematology or Oncology sales role
- Brings an existing knowledge of the area with contacts and relationships from the territory

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people’s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

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.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

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
 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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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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