

# Account Management Lead

Job ID  
REQ-10022798  
Sep 30, 2024  
Brazil

## Summary

Lead evolution on account management model 3.0 building a high-performance account management team, accountable for connect market trends and national accounts to specific ecosystems problems. Deliver impact for Oncology, Immunology and Neurology by strong influence, solid analytics, problem solving methodology, sharp governance and team coaching.

## About the Role

### Major accountabilities:

- Influence: Internally drive focus, business, planning and discussions with TA Heads and Brand Leads – Externally connect with key stakeholders and support strategic agendas with C level
- Strong Analytics: Dominate market data, parameters, analysis that led Novartis to Superior Performance on priorities brands. Establish a consistent methodology of performance review on Ecosystems and guarantee team analytics capabilities development;
- Problem Solving: Brings clarity to market trends and complexity driving cross functional discussions from a commercial and short-term perspective to value-based account plans, driving long term partnerships – Accelerate development on team capability of understand account decision and influence dynamics, customer journey, inter connections between National accounts and local ecosystems and patient journey;
- Governance: Guarantee team leadership on ecosystems through a clear and effective cross functional governance – Deliver solid Account Management Operation KPIs and lead the management of territory KPIs;
- Coach: Focus, time and investments allocation to support team development on main account management capabilities. A team that performs with integrity, empowered, consistent, with autonomy and accountability is top priority for this position.

### Minimum Requirements:

#### Work Experience:

- Complete graduation. Desirable complete MBA.
- Strong customer orientation.
- Strong cross functional leadership.
- Significant account management or customer engagement experience.
- Impact people leadership direct or indirect.
- Senior level influence experience.

### Languages :

- Fluency in Portuguese and English.

### **You'll receive:**

Competitive salary, annual bonus, pension scheme, life insurance, 30 days annual leave, year-end recess, hybrid work model (home office 2x a week), flexible working arrangements, birthday day-off, maternity and paternity leave, subsidized dining facilities, health and dental insurance, employee recognition scheme, free parking lot (Santo Amaro and Cambe), Gympass, Space Energized for Life, gym (Santo Amaro) and virtual self-development tools.

### **Why consider Novartis?**

236 million lives were touched by Novartis Innovative Medicines in 2022 worldwide, and while we're proud of this, we know there is so much more we could do to help improve and extend people's lives. We believe new insights, perspectives and ground-breaking solutions can be found at the intersection of medical science and digital innovation. That a diverse, equitable and inclusive environment inspires new ways of working. We believe our potential can thrive and grow in an unbossed culture underpinned by integrity, curiosity and flexibility. And we can reinvent what's possible, when we collaborate with courage to aggressively and ambitiously tackle the world's toughest medical challenges. Because the greatest risk in life, is the risk of never trying!

### **Imagine what you could do at Novartis!**

**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

Brazil

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCIENTIAS S.A

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

[Apply to Job](#)

iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }

Job ID

REQ-10022798

## Account Management Lead

[Apply to Job](#)

---

**Source URL:** <https://prod1.id.novartis.com/id-en/careers/career-search/job/details/req-10022798-account-management-lead-pt-br>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/pt-BR/Novartis\\_Careers/job/Santo-Amaro/Account-Management-Lead\\_REQ-10022798](https://novartis.wd3.myworkdayjobs.com/pt-BR/Novartis_Careers/job/Santo-Amaro/Account-Management-Lead_REQ-10022798)
5. [https://novartis.wd3.myworkdayjobs.com/pt-BR/Novartis\\_Careers/job/Santo-Amaro/Account-Management-Lead\\_REQ-10022798](https://novartis.wd3.myworkdayjobs.com/pt-BR/Novartis_Careers/job/Santo-Amaro/Account-Management-Lead_REQ-10022798)