

Account Specialist, Haematology - NSW South

Job ID
REQ-10046890
Apr 06, 2025
Australia

Summary

Novartis, a global leader in the pharmaceutical and healthcare industry, is devoted to bettering patient lives through innovative medical solutions. With over 250 years of rich history, we combine pioneering medical science and cutting-edge technology to develop transformative medicines.

We're on the search for a dedicated Haematology Account Specialist in NSW. The role involves strategic account management across NSW South, handling specific accounts and maintaining stakeholder relationships to fulfill portfolio goals.

You'll be tasked with forming and sustaining relationships with key players within key accounts. By understanding customer challenges directly related to patients, you'll identify opportunities to develop solutions that improve patient care.

About the Role

- Driving sales (increasing patient share), promotion and development in designated accounts for the Haematology portfolio with well-defined priorities
- Define, lead, and execute customer and account engagement plans
- Proactive engager with new ways of connecting HCPs to Novartis value (digital solutions, NGE healthcare system partnerships)
- Identify barriers and opportunities to improve systems of care in key accounts to optimise access to Novartis Neuroscience products for appropriate patients
- Establish and develop long-term relationships with key customers. Acquire a thorough understanding of key customer needs and requirements. Expand the relationships with existing customers by co-creating solutions that meet their needs & objectives.
- Support delivery of key tactics through contributing and leading agile ways of working
- Bring voice of the customer into the cross functional strategic planning
- Lead the preparation of insight-driven strategy for each account including the ID and prioritization of brand focus

What you'll bring to the role:

- You will bring a bachelor's degree in marketing, Business, or a related field, with a preference for an advanced degree
- Prior experience in Strategic Key Account Management within the pharmaceutical industry
- Proficiency in orchestrating and executing NGE
- Exhibits a growth mindset
- Has experience in utilizing digital solutions

- Capability to interpret key trends in the healthcare environment and disease area into specific opportunities for the territory
- Demonstrated cross-functional leadership, collaboration, and project management skills
- Familiarity with KAM tools such as Veeva KAM.

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

Australia

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty 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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