

Strategy KAM Manager

Job ID
REQ-10055934
Jun 23, 2025
Taiwan

Summary

To lead key account data analysis and reporting, enabling strategic decision-making and performance tracking. This role collaborates closely with the KAM managers and cross-functional partners to develop and execute account strategies, manage multi-channel discount plans, enhance business profitability and sustainability, and deliver innovative, stakeholder-focused solutions that support Novartis' overall objectives.

About the Role

- **Major accountabilities:**
- Discount Planning:
 - Conduct account- and brand-level discount analysis to ensure pricing aligns with market needs and portfolio goals.
 - Design and monitor discount models across channels (e.g., hospitals, GPs, DS, wholesalers) to optimize profitability and sustainability.
 - Track PPM status and ensure compliance with internal policies and external regulations.
- Account Collaboration:
 - Develop and execute strategic plans for key healthcare accounts based on customer insights, market trends, and competitive landscape.
 - Drive long-term engagement initiatives to strengthen partnerships.
- Ecosystem Partnership & Value Proposition:
 - Act as the primary contact for key accounts and build trusted relationships with senior stakeholders.
 - Identify growth opportunities and introduce innovative, tailored solutions.
 - Align Novartis offerings with evolving healthcare system needs (e.g., Innovative treatment, advanced clinical trials).
- Cross-Functional Collaboration:
 - Partner with local and global teams (e.g., Finance, Market Access, Medical, Marketing) to deliver integrated, customer-centric solutions.
 - Support KAM Strategic Lead to prepare regular account reviews to ensure alignment with therapeutic area goals.
- Market Intelligence:
 - Monitor healthcare policies, regulatory changes, and competitor activities to inform strategy.
 - Leverage insights to maintain Novartis' competitive edge and trusted reputation.
- Ensure team to work within Integrity & Compliance with all company policies.

Key performance indicators:

- Delivery of key accounts business results, including key accounts sales and pricing strategy development to mitigate price erosion
- Build strategic partnership with Key Accounts that deliver current and future business opportunities
- Develop KAM strategies that meet customer needs and are effectively resourced across all functions

Minimum Requirements:**Work Experience:**

- Bachelor degree or above major in Business administration, Finance, Life Sciences, Healthcare related Marketing, MBA is a plus
- At least 3 years of experience in Product Manager OR Key Account Management OR Pricing Management OR Strategic Partnerships, or Business Development within the pharmaceutical industry.
- Strong data planning, analysis and excel, power BI ability to generate business case report or proposals.
- Proven experience managing complex discount strategies across accounts, brands, and distribution channels.
- Ability to work with financial models and analyze impact of pricing and discount decisions.

Languages :

- Fluent in English speaking, writing and reading
- Mandarin is a must.

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

Taiwan

Site

Taipei

Company / Legal Entity

TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular
Shift Work
No
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