

Sales Value Manager Hematology

Job ID
REQ-10051499

5月 12, 2025

Mexico

摘要

Gerentes experimentados en una función clave de administración de cuentas, responsables de los objetivos acordados para las cuentas asignadas.

Principalmente responsable de las relaciones con las partes interesadas clave dentro de las cuentas específicas, desarrollar una comprensión profunda de las necesidades individuales de los clientes e identificar soluciones mutuamente beneficiosas tanto para Novartis como para los clientes a través de la creación y ejecución de planes de negocios de cuentas.

Puede ser responsable de liderar la función de cuenta clave en un país o región geográfica más pequeña

About the Role

Major Accountabilities

-Responsible for full ownership of assigned Key Accounts; develop specific product and product

portfolio strategies aligned with customer goals and needs; align account strategy with other key functions. Manage and secure cross-functional resources and support.

-Deliver account plans and required financial results for key accounts; work effectively with colleagues from other functions (e.g., Primary and Specialist Care Sales, Marketing, etc.) to achieve account sales.

-Responsible for contract optimization, access, and reimbursement across all specific customer groups relevant to the role or business unit.

-Lead negotiations, contracting, and formulary management with assigned Key Accounts.

-Create and implement programs designed to build long-term relationships with accounts, based on a deep understanding of the organization, structure, business strategy, and customer priorities.

-Builds and sustains long-term partnerships with clients in assigned Key Accounts, based on a deep understanding of the client's organization, structure, business strategy, and priorities.

-Leads cross-functional Account teams and other assigned resources to develop and deliver Account business plans. Acts as a mentor to other Key Account Managers by sharing best practices on contracting, Account plan development and execution, and knowledge of product/disease states, customer segments, healthcare environment and regulations.

-Communicates client knowledge and Account-related activities to internal stakeholders and engages with them to pursue business opportunities within assigned Accounts.

-Plays a key role in regional negotiations and provides strategic information and support to the team (as appropriate)

-May be responsible for leading the bidding process and teams in-country, coordinating all related activities and stakeholders at the local/regional level

-Notification of technical complaints/adverse events/special case scenarios related to Novartis products within 24 hours of receipt

-Distribution of marketing samples (where applicable)

Key Performance Indicators

Sales revenue and revenue growth in assigned accounts

Product portfolio and strategic client development

Work Experience

- Bachelor ' s degree
- 5+ years of experience in sales (hematology/oncology)
- Strong cross-functional leadership

- Significant account management experience
- Strong client focus
- English

Skills

5G Technology

Account Management

B2B (Business to Business)

B2B Sales

Building Construction

C (Programming Language)

Collaboration

CRM (Customer Relationship Management)

Customer Service

Customer Experience

Customer Marketing

Diversity and Inclusion

Integrated Marketing

Internet

Key Account Management

Market Development

Sales Strategy

Small Business

Windows

Wireless Communications

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>

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>

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>

部门

International

Business Unit

Innovative Medicines

地点

Mexico

站点

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Gerente de Ventas)

Shift Work
No

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Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a tas.mexico@novartis.com y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.



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