

Pospeševallec poti bolnika (m/ ž /d) / Patient Journey Accelerator (m/f/d)

Job ID
REQ-10052032

5月 19, 2025

Slovenia

摘要

-Responsible for key account management at a local level, usually managing a small team or managing specific account(s)/relationships. Manage the business relationship and activities with key accounts in order to foster and extend the relationship & obtain the sales targets. Develop and maintain relationships with key stakeholders within accounts, developing deep understanding of customer challenges with respect to patients and identifying solutions that enhance patient care.

About the Role

JOB SUMMARY:

#LI-Hybrid

Kot Pospe š evalec poti bolnikāi boste prizadevali za vodenje in optimizacijo bolnikovega potovanja na dolo č enem terapevtskem podro č ju znotraj dolo č enega ekosistema, da bi pospe š ili dostop bolnikov do pravega zdravljenja. Ta vloga izvajanja na terenu prepoznava in obravnava vrzeli na potovanju bolnikov, hkrati pa ustvarja mo č nej š a omre ž ja ter vzpostavlja in izvaja na č rte sodelovanja za namenske klju č ne kupce ter gradi zmogljivosti in u č inkovitej š o navigacijo v zdravstvenem okolju.

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We are seeking a Patient Journey Accelerator as part of the commercial team. In this role, you will be aiming at driving and optimizing the patient journey of a specific therapeutic area within specific ecosystem in order to speed up patient access to the right treatment. This field-based implementation role identifies and addresses patient journey gaps while creating stronger networks & establishing & implementing engagement plans for dedicated key accounts and builds capabilities & more efficient navigation in the healthcare environment.

JOB DESCRIPTION:

Va š e klju č ne odgovornosti:

- Razumeti in upravljati ciljne lokalne ekosisteme, s poudarkom predvsem na zdravstvenih delavcih in vseh drugih ustreznih dele ž niki, ki igrajo osrednjo vlogo pri obvladovanju bolezni in krepitvi zmogljivosti institucij.
- Objektivna in samoiniciativna segmentacija in izbira kupcev s ciljem doseganja poslovnih rezultatov.
- Pogosto sodelovanje in komunikacija s strankami, s ciljem razumevanja in upo š tevanja njihovih potreb ter izbolj š anja prepoznavnosti in pozicioniranja blagovne znamke.
- Gradnja omre ž ja v ekosistemu v centrih upravljanja bolnikov.
- Prepoznavanje bole č inske to č ke potovanja bolnika, specifi č ne glede na bolezen in regijo, in jih re š uje.
- Delitev potrebe po potovanju pacientov in napredek re š itev interno v skupinah blagovne znamke.
- Izvaja re š itve in taktike blagovne znamke v skladu z dogovorjenim projektnim na č rtom in prora č unom.
- Upravljanje distribucijskega kanala zdravil za dolo č eno blagovno znamko.
- Pridobivanje in analiza podatkov in tr ž nih razmer, vklju č no z analizo konkurence.
- Skladnost z vso relevantno zakonodajo, internimi postopki, SOP

Va š doprinos k delovnem mestu:

- Univerzitetna izobrazba iz farmacije, alternativno: univerzitetna izobrazba iz medicine, veterinarske bioznanosti, naravoslovja.
- Vsaj 2 leti izku š enj kot zdravstveni zastopnik ali strokovnjak za izdelke. Izku š nje z

- upravljanjem ključnih kupcev in upravljanjem blagovnih znamk
- Funkcionalno znanje slovenskega in angleškega jezika.
- Izvedba projekta
- Izkušnje z upravljanjem ključnih kupcev in upravljanjem blagovnih znamk

Z izbranim kandidatom bomo sklenili delovno razmerje za nedoločeno časovno dobo 6 mesecev. Prijavo oddajte z živiljenjepisom v slovenskem in angleškem jeziku.

Kaj nudimo:

Konkurenčni plačni paket, letni bonus, fleksibilen načrt dela, možnost prilagajanja urnika in delom od doma, pokojninsko shemo, shemo nagrajevanja in priznanja dosežkov, razširjeni program promocije zdravja na področju telesnega, duševnega in družbenega počutja (Polni živiljenja) ter dogodke, neomejene priložnosti za učenje in razvoj.

Predani smo raznolikosti in vključenosti

Novartis si prizadeva ustvariti izjemno, vključujoče delovno okolje in oblikovanje raznolikih timov, saj ti predstavljajo naše bolnike in skupnosti, ki jih oskrbujemo.

V Novartisu si prizadevamo k vključenosti oseb z invalidnostjo in zagotavljanju ustreznih prilagoditev delovnega okolja posameznikom z omejitvami. V kolikor zaradi bolezni ali invalidnosti potrebujete ustrezne prilagoditve v kateremkoli delu selekcijskega procesa oziroma potrebujete prilagoditve pri izvajanju osnovnih nalog na delovnem mestu, nam pišite na naslov diversity.inclusionslo@novartis.com in navedite, kakšne prilagoditve potrebujete ter vaše kontaktne podatke. Prosimo, vključite tudi podatek o številki razpisa, na katerega se prijavljate.

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Key Responsibilities:

- Understand and manage the target local ecosystems focusing primarily on HCPs and all other relevant stakeholders who are playing a central role in disease management and institution capability building.
- Objective and self-initiative segmentation and selection of customers with the aim of achieving business results.
- Frequent cooperation and communication with customers, with the aim of understanding and taking into account their needs and improving the brand recognition and positioning.
- Build networks in the ecosystem in the centers of patient management.
- Identifies patient journey pain points specific by disease and region and solves them.

- Share patient journey needs and progress of solutions internally in Brand teams.
- Implements solutions & brand tactics per agreed project plan and budget.
- Management of medicine distribution channel for specific brand.
- Acquisition and analysis of data and market conditions, including competitive analysis.
- Compliance with all relevant legislation, internal procedures, SOPs

Essential Requirements:

- University degree in pharmacy, alternatively: University degree in medicine, veterinary biosciences, natural sciences.
- At least 2 years of experiences as medical representative or product specialist. Experiences of key accounts management & Brand management
- Functional knowledge of Slovenian and English language.
- Project implementation
- Experiences of key accounts management & Brand management

We offer permanent employment with 6 months of probation period. Submit your application with the CV in Slovenian and English language.

You ' ll receive:

Competitive salary, Annual bonus, Flexible working schedule, tailored to your needs, possibility to work from home, Pension scheme, Employee Recognition Scheme, Expanded program for the promotion of health in the field of physical, mental and social well-being (Wellbeing), Unlimited learning and development opportunities.

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.

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversity.inclusionslo@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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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部门

International

Business Unit

Innovative Medicines

地点

Slovenia

站点

Ljubljana

Company / Legal Entity

SIA0 (FCRS = CH024) Novartis Pharma Services

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversity.inclusionslo@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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