

Healthcare Manager

Job ID
REQ-10053162

6月 04, 2025

Norway

摘要

#LI-Hybrid

Location: Norway, 80% in the field.

This role is based in Norway. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Healthcare Manager (HCM) represents the future of healthcare engagement and is the key field-based role, accountable for the cross-functional account management, leveraging a diverse set of strategies to drive business growth and enhance patient care standards. To succeed in this role, you must have a fundamental understanding of the health care system in Norway and be able to lead meaningful on-label scientific discussions for Novartis medicines.

The HCM orchestrates and executes in-field account initiatives by ensuring relevant subject matter experts are included in the contact with assigned Health Care Professionals and key accounts, ensuring a seamless customer experience.

Additionally, the HCM orchestrates and executes brand tactics across the customer journey, ensuring

internal efforts are synchronized to achieve business and growth objectives. This role brings strategic thinking to executional excellence. You are instrumental in accelerating time to treatment, increasing product utilization, and improving the overall patient experience within targeted therapeutic areas and geographies. For Novartis Norway it is important that the right patient receives the right treatment at the right time.

This position reports to the Customer Engagement Director of Norway.

About the Role

Key Responsibilities:

- Act as the primary orchestrator of Health Care Professional (HCP) engagement in prioritized key accounts. Manage all aspects of the HCPs interaction with Novartis Norway, ensuring prompt and effective response to their needs.
- Leverage a broad toolbox of on-label medical and commercial strategies to develop and execute robust tactical account plans. This integrates scientific knowledge with commercial execution, ensuring more patients are experiencing the benefit from our medicines.
- Starting launch phase, lead the account level coordination of all customer-facing initiatives across various customer facing roles in marketing, medical, partnership & access.
- Ensure alignment on strategy and execution, as well as experience sharing, to maximize patient outcomes and drive business success. This also includes support to the Medical Leads in evidence generation activities as well as the identification of opportunities for evidence generation related to implementation and real-world usage of Novartis approved medicines.
- Map opportunities to optimize the customer and healthcare system journeys, ensuring a seamless experience that aligns with the Novartis ' broader strategy. Identify key touchpoints for engagement to drive better outcomes for both patients and our brands.
- Lead and execute initiatives that provide high-quality medical education on on-label scientific therapeutic topics, promoting best practices and advancing standards of care for patients.
- Identify and address the needs of customers and the healthcare system by orchestrating the cross-functional implementation of targeted solutions, both digital and non-digital.
- Regularly provide and utilize market insights and data relevant to account plans, monitor progress and make necessary adjustments to tactics.
- Own, drive and execute digital tactics related to HCP engagement, expand the use of digital tools and integrating virtual opportunities into customer engagement and account planning.

Essential Requirements:

- Education: Master's or Bachelor's degree in Natural Science/ Business/Economics/or other relevant areas.
- Min. 2 years of experience as an MSL/Medical Advisor/Medical Manager and KAM from the Pharma industry.
- Solid understanding of the Norwegian healthcare system.
- Proficient Norwegian and English, both written and spoken.
- Proven ability to orchestrate complex, cross-functional initiatives and projects, and drive

customer focused experiences.

- Experience in translating complex scientific data to easily understandable formats.
- Strong negotiation, relationship-building and communication skills.
- Solid track record in driving sales growth and exceeding targets through innovative customer-centric activities.

About Novartis Norway:

Novartis is a leading pharmaceutical company renowned for its innovation. In Norway, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Norway. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

What we offer:

- Competitive salary, annual bonus and pension scheme
- Health insurance
- Flexible working arrangements
- Subsidized lunch facilities
- Inclusive work environment, many social activities and a highly active social committee
- Newly renovated office centrally located in Nydalen

If you are curious and have questions about this role, do not hesitate to contact:

Barbra Terjesen, Customer Engagement Director and hiring manger

Phone number: +47 90671145

Commitment To Diversity & Inclusion:

We are 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

Norway

站点

Oslo

Company / Legal Entity

NO03 (FCRS = NO003) Novartis Norge AS

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work
No

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