

Key Account Manager - CVD

Job ID
REQ-10053290

6月 03, 2025

United Kingdom

摘要

#LI-Hybrid

Locations:

Vacancy 1: Norfolk & Waveney, Suffolk and North East Essex and Mid and South Essex

Vacancy 2: Bedford Luton Milton Keynes, Hertfordshire, West Essex, Cambridge and Peterborough

Relocation Support: These roles are based in the locations above and Novartis is unable to offer relocation support: please only apply if accessible.

Step into a role where your expertise can truly make a difference. As a Key Account Manager - CVD, you ' ll be at the forefront of transforming cardiovascular care across a dynamic territory. You ' ll engage with healthcare professionals, build meaningful partnerships, and bring innovative solutions to patients who need them most. This is more than a sales role—it ' s an opportunity to shape outcomes, influence treatment pathways, and be part of a purpose-driven team committed to reimagining medicine.

About the Role

Key Responsibilities

- Develop and execute strategic account plans to drive product uptake and meet sales targets
- Build strong relationships with healthcare professionals and decisionmakers across the territory
- Identify and pursue new business opportunities within cardiovascular therapeutic areas
- Deliver impactful product presentations and clinical discussions tailored to customer needs
- Collaborate with cross functional teams to align on customer engagement strategies
- Leverage market insights to inform territory planning and promotional activities
- Ensure effective use of marketing materials and digital tools to support engagement
- Maintain up-to-date knowledge of cardiovascular disease and treatment landscape

Essential Requirements

- Proven sales experience in secondary care settings
- Strong understanding of the UK healthcare system and its stakeholders
- Excellent communication and customer engagement skills
- Demonstrated ability to work cross functionally and collaboratively
- Full UK driving license and willingness to travel within the territory

Desirable Requirements

- Experience using artificial intelligence tools for customer engagement planning
- Prior knowledge of cardiovascular disease or experience in a related therapeutic area

Commitment to Diversity:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

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

Universal Hierarchy Node

地点

United Kingdom

站点

Field Force (England / Wales)

Company / Legal Entity
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

[Apply to Job](#)

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



Job ID
REQ-10053290

Key Account Manager - CVD

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10053290-key-account-manager-cvd>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/about/strategy/people-and-culture>
4. <https://talentnetwork.novartis.com/network>
5. <https://www.novartis.com/careers/benefits-rewards>
6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Force-England--Wales/Key-Account-Manager---CVDREQ-10053290-1>
7. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Force-England--Wales/Key-Account-Manager---CVDREQ-10053290-1>