

## Country Promotion Manager Solid&Hema Therapeutic Area | Oncology | Pozna / Ł ó d /Bydgoszcz/Szczecin

Job ID  
REQ-10056701

7月 04, 2025

Poland

### 摘要

Location: Pozna / Ł ó d /Bydgoszcz/Szczecin | Poland

Relocation Support: Novartis is unable to offer relocation support: please only apply if accessible.

Step into a role where your strategic leadership directly shapes patient outcomes. As Country Promotion Manager for the Solid Tumors Area, you ' ll be at the forefront of transforming key account relationships into meaningful healthcare solutions. By understanding the challenges faced by providers and patients alike, you ' ll drive initiatives that improve access, elevate care standards, and make a real difference in people ' s lives.

### About the Role

#### Key Responsibilities

- Drive sales, promotion, and development in designated accounts to achieve commercial goals
- Develop and execute tailored key account strategies and action plans
- Lead contract negotiations and support targeted initiatives for strategic accounts
- Analyze market trends and competitor activity to inform account planning
- Organize customer events and programs aligned with business objectives
- Ensure timely and accurate CRM data entry and stakeholder mapping
- Coach and support sales team development through training and performance guidance

## Essential Requirements

- Proven experience in key account management within the healthcare or pharmaceutical industry
- Demonstrated success in driving sales and revenue growth in complex account environments
- Strong understanding of clinical trial design, data interpretation, and reporting
- Excellent communication and stakeholder engagement skills across cross-functional teams
- Proficiency in CRM systems and data-driven decision-making
- Fluency in English, both written and spoken

## Desirable Requirements

- Previous experience in a similar position will be an advantage
- Experience managing or mentoring sales teams in a matrixed, cross-functional environment
- Familiarity with solid tumor or hematology therapeutic areas

## 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>

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部门  
International

Business Unit  
Innovative Medicines

地点  
Poland

站点  
Warsaw

Company / Legal Entity  
PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular (Sales Manager)

Shift Work  
No

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