

Customer Manager

Job ID
REQ-10057107

8月 15, 2025

Hungary

摘要

#LI-Hybrid
Location: North - Western Hungary

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

Are you ready to join one of the world's leading pharmaceutical companies and contribute to ensuring that patients in Hungary have access to innovative and life-changing medicines?

We are currently recruiting a Key Account Manager to play a key role in driving impactful outcomes for patients in Hungary.

Territory 1: Western Hungary (Vas, Győr, Zala county)

The purpose of the role is for achieving sales targets for a specific account(s). Responsible for establishing and implementing a sales/business plan for a designated client base or implementation of a specific sales program to effectively support the patient journey and properly position Novartis

and its brands.

This position reports to the Private Market / Direct / WHS Ch. Lead.

About the Role

Key Responsibilities:

- Responsible for driving sales, promotion and development in the designated accounts to reach commercial goals. Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes.
- Establish and develop long-term relationships with key customers.
- Acquire a thorough understanding of key customer needs and requirements.
- Expand the relationships with existing customers by continuously proposing solutions that meet their needs and objectives.
- Lead the preparation of strategies and individual tactical plans and to give strategic input in terms of analysis, future potential and key programs required for the accounts. Prepare and negotiate contracts, and guide initiatives that the company launches to target particular account.
- Organize customer events and other programs independently or with marketing/medical department, in line with agreed business tactical plans. Contribute to the mapping of stakeholders, including segmentation and profiling and provide accurate and timely data for the Novartis CRM system.
- Responsible for establishing and implementing a sales/business plan for a designated client base.
- May manage a few direct reports. Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt. Distribution of marketing samples (where applicable).

Essential Requirements:

- Education: Life Sciences Degree.
- Min. 3 - 5 years of experience as KAM / Medical Sales rep. from Pharma.
- Proficient Hungarian, both written and spoken.
- Collaborative.
- Excellent communication skills.

Desirable Requirements:

- Cardiology therapeutic area knowledge.
- English language.

About Novartis Hungary:

Novartis is a leading pharmaceutical company renowned for its innovation. In Hungary, 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 Hungary. 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.

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>

部門
Pharma

Business Unit

Innovative Medicines

地点
Hungary

站点
Budapest

Company / Legal Entity
HU02 (FCRS = HU002) Novartis Hungary

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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