

## Cancer Care Analyst (Contract 3 months)

Job ID  
REQ-10058574

7月 23, 2025

Thailand

### 摘要

Cancer Care Analyst is a leading driver of our customer interactions. They are the face of our customer experience approach and build deep relationships that deliver value for customers and patients in order to deepen understanding in patient journey a compliant and ethical manner.

### About the Role

Location: Thailand #LI Hybrid

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

Territory: Northeastern of Thailand

Major accountabilities:

- Identify and prioritize high-potential customers through data analysis (HCPs and stakeholders) who influence prescription decisions
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, pain points and opportunities -Personalize and orchestrate customer engagement journeys for target HCPs by reflecting customer preferences, leveraging available content and multiple engagement channels -Build engagement by working in partnership with HCPs to develop a sustained collaboration over time for Novartis
- Establish effective working relationships with opinion leaders and top medical influencers (at territory level) and challenge current behaviors in order to improve the patient journey (right patient, right time)
- Develop Customer Insights and Understanding
- Gather insights on the customer ' s business to uncover what is important to them
- Leverage available data sources to create, dynamically prioritize and adjust relevant territory, account and customer interaction plans
- Share customer insights with relevant internal stakeholders on an ongoing basis to support the development of product-and indication-related content, campaigns and interaction plans
- Deliver Value to Customers and Patients
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Act with integrity and honesty by treating customers and colleagues in a transparent and respectful manner with clear intent.
- When facing ethical dilemmas, do the right thing and speak up when things don't seem right.
- Live by Novartis Code of Ethics and Values and Behaviors.

#### Work Experience:

- Established Network to target Customer Group desirable.
- Sales in Healthcare / Pharma / related business.
- Specific Product knowledge desirable.

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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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  
Thailand

站点  
Bangkok

Company / Legal Entity  
TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Temporary (Fixed Term)

Shift Work  
No

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