

## Key Account Manager - Dermatology & Rheumatology Iasi

Job ID  
REQ-10058862

7月 28, 2025

Romania

### 摘要

#LI-Hybrid

Location: Iasi, Romania

Relocation Support: Yes

Step into a role where your work truly matters—where every conversation and connection helps bring life-changing treatments to patients. As a Key Account Manager in Dermatology & Rheumatology, you ' ll be at the forefront of our mission to reimagine medicine. You ' ll build trusted relationships with healthcare professionals, drive impactful strategies, and help deliver breakthrough therapies to those who need them most. Join a team that ' s passionate, purpose-driven, and committed to making a difference—one patient at a time.

### About the Role

Key Responsibilities

- Build and maintain strong relationships with healthcare professionals and key opinion leaders.
- Achieve annual sales targets within the assigned territory and therapeutic area.
- Develop and execute territory plans aligned with marketing and sales strategies.
- Organize and lead impactful business meetings with key stakeholders and sector customers.
- Represent Novartis at congresses, seminars, and promotional events to strengthen brand presence.
- Collaborate with Sales and Marketing Managers to align account strategies with company goals.
- Provide timely feedback and insights from the field to support strategic decision-making.

## Essential Requirements

- Bachelor ' s degree or equivalent professional experience in a relevant field
- 3-5 years of successful sales experience in the pharmaceutical industry
- Proven track record of high performance and consistent achievement
- Strong collaboration skills and ability to work effectively in a team
- Native-level fluency in Romanian
- Good command of English for professional communication
- Demonstrated agility and openness to continuous learning

## 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  
Romania

站点  
Bucuresti

Company / Legal Entity  
RO07 (FCRS = RO007) NOVARTIS PHARMA SERVICES ROMANIA S.R.L

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular (Sales)

Shift Work  
No

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