

Regional Commercial Manager - VIC, QLD & WA

Job ID
REQ-10061551

9月 08, 2025

Australia

摘要

Are you ready to make an impact in the pharmaceutical industry and help shape patient access across Australia? Novartis is seeking a Regional Commercial Manager (RCM) to strategically lead key initiatives across Victoria, Queensland, and Western Australia in the dynamic and evolving healthcare landscape.

This pivotal role combines commercial expertise, strategic management, and stakeholder engagement to drive hospital contracts, tender submissions, and innovative partnerships with healthcare providers. As RCM, you will play a leading part in ensuring patient access and commercial growth while championing compliance, cross-functional collaboration, and innovation in both public and private healthcare channels.

About the Role

- Hospital Contracting & Tenders:

- Lead end-to-end hospital contracts and tender submissions.
- Manage pricing approval processes and ensure compliance with all contracts.
- Work closely with procurement, monitoring and maximizing contract performance.
- Strategic Account Management:
 - Identify, prioritise, and develop business plans for strategic hospital and pharmacy accounts (public and private).
 - Build cross-divisional partnerships within pharmacy chains and networks.
 - Drive patient access through innovative partnership models, focusing on specialised pharmacy accounts.
- Team & Stakeholder Engagement:
 - Collaborate with cross-functional teams (e.g., Marketing, Market Access, Medical, Legal, etc.) to align on local state tender activities.
 - Ensure adherence to company policies, MA Code, and regulatory standards while reporting adverse events promptly.

About You - Qualifications & Skills:

- Bachelor ' s degree in pharmacy, Business, Science, or equivalent.
- 5+ years of pharmaceutical experience, specifically in contracts, tenders, or commercial management.
- Expert knowledge of the Australian PBS framework, hospital tendering process, and procurement networks.
- Strong commercial acumen, stakeholder engagement, and financial literacy.
- Advanced proficiency in MS Office and business intelligence platforms (e.g., IQVIA, Nostradata).
- Excellent communication, analytical, and collaborative skills.

Why Join Us?

At Novartis, you ' ll find an inclusive, innovative environment that empowers you to deliver impactful solutions for patients and healthcare providers. With competitive performance-based KPIs, opportunities to lead strategic initiatives, and access to collaborative teams, you ' ll thrive in transforming healthcare in Australia.

If you ' re self-motivated and ready to excel in a leadership role that spans critical market segments, then apply today to drive impact and make a difference with Novartis Australia.

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

Australia

站点

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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



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