

Key Account Manager - Cardio - Bucharest

Job ID
REQ-10063420

10月 01, 2025

Romania

摘要

#LI-Hybrid
Location: Bucharest, Romania
Relocation Support: No

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 Cardiology, 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

[Apply to Job](#)

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



Job ID
REQ-10063420

Key Account Manager - Cardio - Bucharest

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10063420-key-account-manager-cardio-bucharest>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Bucuresti/Key-Account-Manager---Cardio---BucharestREQ-10063420-2>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Bucuresti/Key-Account->

Manager---Cardio---BucharestREQ-10063420-2