

Portfolio Account Specialist - SA South

Job ID
REQ-10063571

10月 01, 2025

Australia

摘要

Portfolio Account Specialist - SA South

About the Role

Portfolio Account Specialist - SA South & WA East

Drive the success of a market shaping cardiovascular therapy by engaging the broader healthcare ecosystem to deliver impact for patients and providers.

Who you 'll call on:

- Cardiologists
- Nephrologists
- General Medicine Consultants

- Endocrinologists
- Other influencers across hospitals, clinics, and integrated care networks

Core focus:

- Lead the continued launch and uptake of our innovative cardiovascular therapy
- Build and execute account plans that align clinical, operational, and funding pathways
- Identify decision makers and influencers; map referral patterns and treatment pathways
- Orchestrate multi channel engagement to drive appropriate adoption and persistence

What you 'll do:

Account Management

- Prioritise high value accounts and stakeholders using data and insights
- Coordinate cross functional support to remove barriers and enable access
- Develop long term partnerships that improve the patient journey

Engage with purpose

- Conduct value based interactions tailored to each specialty
- Provide timely resources aligned to local guidelines and care pathways
- Capture and act on feedback to refine plans and deliver practical, compliant solutions
- Insights to action
- Continuously refine territory, account, and call plans based on performance and insights
- Share field insights to inform content, campaigns, and future indications across the pipeline

How you 'll show up:

- With an innovative and curious mindset to grow your business
- Operate with integrity, transparency and compliance in accordance with Medicines Australia code of conduct
- Live our Code of Ethics and Values in every interaction

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>

Business Unit
Innovative Medicines

地点
Australia

站点
South Australia (SA)

Company / Legal Entity
AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

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