

# Key Account Manager Radioligand Therapy (Prostate Cancer), Central West

Job ID REQ-10063871

11月 03, 2025

Switzerland

## 摘要

Location: Central-Western part of Switzerland #LI-Hybrid

### Purpose of the role:

The Key Account Manager leads and drives the account strategy in the Central-West part of Switzerland. He/she understands the account needs & untapped business opportunities while exploring economic & clinical influence to improve healthcare delivery and accelerate patient access.

This role is part of Radioligand team and reports into the Head Radioligand Therapies.

### About the Role

In this role you are responsible for key account management at a local level, managing the business

relationship and activities with key accounts and specialists to foster and extend the relationship and obtain the sales targets. You will develop a deep understanding of customer challenges with respect to patients and identifying solutions that enhance patient care.

Your responsibilities include, but are not limited to:

- Drive sales, product promotion and development in the designated accounts and their respective referral networks to achieve agreed sales and broader performance targets for assigned territory
- Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes
- Lead the preparation of strategies and individual tactical plans and gives strategic input in terms of analysis, future potential and key programs required for the accounts
- Analyze market situation including competitive intelligence activities on key accounts and key competitors. Acts as a strategic scientific partner and collaborates with other field matrix colleagues/functions to support healthcare systems strengthening & improve patient access and outcomes
- Takes ownership and accountability in building a high performing team. Foster a culture of openness, accountability and trust.

## What you'll bring to the role:

- University degree in business or life sciences
- Full professional proficiency in German, French and English
- 3+ years 'experience as Field Force, as KAM and/or Sales Rep in the pharma industry, ideally in Oncology
- In-depth knowledge of Swiss customer/marketplace, key dynamics and current knowledge of key competitors and their likely strategies within the Therapeutic Area
- Knowledge of the Swiss Healthcare System
- Strong analytical and strategic skills coupled with an entrepreneurial mindset

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部门

International

Business Unit Innovative Medicines

地点 Switzerland

站点

Rotkreuz (Field-Based)

Company / Legal Entity C018 (FCRS = CH018) Novartis Pharma Schweiz AG

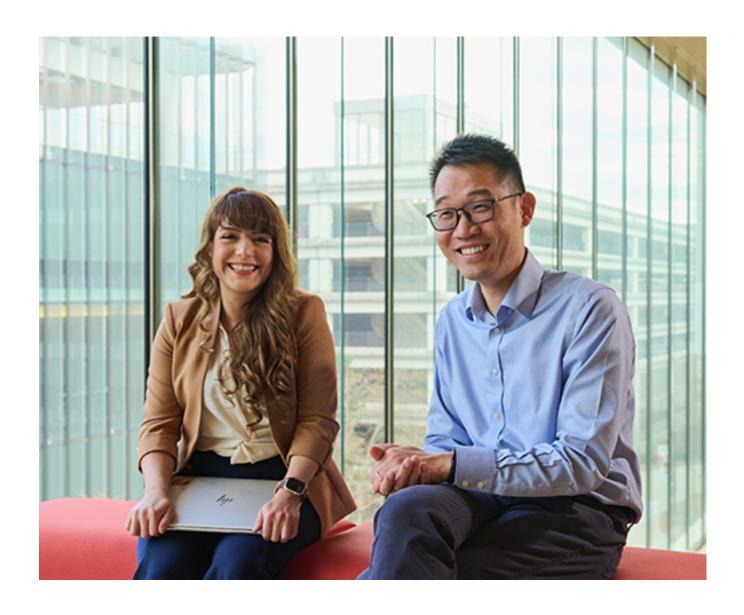
Functional Area Sales

Job Type Full time

Employment Type Regul ä r

Shift Work No

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