

Key Account Manager _HCM

Job ID
REQ-10064039

10月 09, 2025

Vietnam

摘要

Location: HCM#LI-Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

The Key Account Manager contributes to the achievement of Novartis business goals by leading the implementation of value-based solution with designated key account stakeholders. You will be responsible for the achievement of KAM targets on assigned accounts, align all internal stakeholders around Key Account goals and plans, and establish Novartis as the preferred partner of choice with assigned Key Accounts.

This role reports directly to Regional Key Account Manager - South.

About the Role

Major accountabilities:

- Foster professional relationships with the key decision maker & stakeholder to ensure product availability for patient access to Novartis medicine via tender formulary listing, tender quota sufficient, winning quota share vs competitor.
- Align with Novartis distributor to ensure effective tender management including listing, accurate document submission, product supply and availability, hospital credit and utilization of assigned quota in order to accelerate the performance of distribution contract that Novartis has.
- Establish business plans, performance objectives with allocated budgets and resources for assigned key accounts in alignment with account priorities and internal objectives.
- Ensure achievement of the account plans and delivery of agreed upon objectives and build long-term professional partnerships with Key Accounts.
- Align and communicate account plans with Marketing, Field Force, Medical, Value & Access and other key functions.
- Support and implement Patient Access Programs in alignment with Marketing and Value & Access.
- Provide on-going reporting on the status of Account plans. Update internal stakeholders with current account information.
- Provide market and customer insights to internal stakeholders for innovative partnership planning.
- Work within Ethics and Compliance policies.
- Other assignment as required.

Requirements:

- Strong commercial experience in healthcare industry.
- 5+ years of experience in Key Account Management position.
- Proven track record of excellent customer engagement and account management.
- Good communication, problem solving and stakeholder management.
- Experience in Cho Ray hospital is advantage.
- Proficient in English (written & oral communication).

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>

部门

International

Business Unit

Universal Hierarchy Node

地点

Vietnam

站点

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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