

Key Accounts Launch Specialist Hematology

Job ID
REQ-10064686

10月 16, 2025

Greece

摘要

Hematology Therapeutic Area - Thousands of people are affected by life-threatening cancer diseases in Greece. Novartis has been at the forefront of innovative hematology research aiming to deliver groundbreaking medicines to help patients with hematological cancer diseases, including Paroxysmal Nocturnal Hemoglobinuria (PNH), Myeloproliferative Neoplasms (MPNs) and Chronic Myeloid Leukemia (CML).

As a Key Accounts Launch Specialist Hematology, you will be responsible for managing key accounts, developing and implementing initiatives and synergies to achieve your goals and become a trusted partner for HCPs, embedding our Grow with Responsibility culture while upholding the highest standards of ethical conduct.

About the Role

Key responsibilities:

As a Key Accounts Launch Specialist, you will be responsible to

- Act as the field disease area expert and advisor in innovative therapeutic options providing scientific and strategic expertise based on the latest, relevant and authorized data to support HCP decision making and optimize patient outcomes in an ethical way.
- Collect, analyze, and report insights that might impact Novartis strategy
- Map market, key accounts, and key customers across Greece
- Leverage all available data sources to create and implement the business plan strategy within the designated accounts and dynamically prioritize customer engagement plans.
- Cooperate with Marketing and actively participate in promotional material preparation.
- Achieve targeted sales and maximize growth in line with defined policies with existing and new customers in given hospitals or Key Accounts

Job requirements:

- University degree in Science and/or Business Administration
- Experience in the Pharmaceutical Market, preferably sales or marketing
- Experience in Oncology/Hematology will be considered an additional asset
- High focus on value for patients, customers and brand impact
- Brand portfolio & account management experience will be considered as an additional qualification
- Agile & highly collaborative profile with ability to build strong professional relationships
- Digital and technological savvy with omnichannel management skills
- Excellent organizational and communication skills
- Fluent in both written and spoken English

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
Innovative Medicines

地点
Greece

站点
Metamorfosis

Company / Legal Entity
GR11 (FCRS = GR001) Novartis Hellas

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

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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