

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:

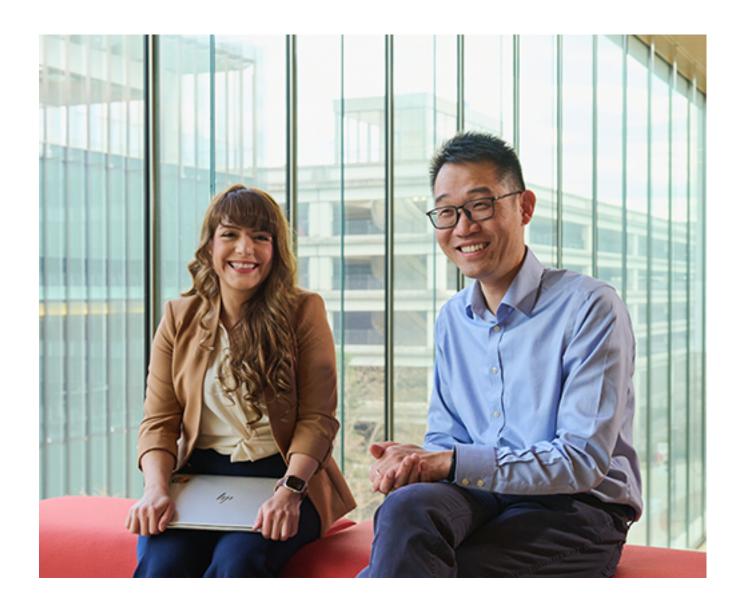
- University degree in Science and/or Business Administration
- Experience in the Pharmaceutical Market, preferably sales or marketing
- Experience in Oncology/Hematology will be considered an additional asset
- High focus on value for patients, customers and brand impact
- Brand portfolio & account 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

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 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
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-10064686

Key Accounts Launch Specialist Hematology

Apply to Job

Source URL:

https://www.novartis.com.cn/careers/career-search/job/details/req-10064686-key-accounts-launch-specialist-hematology

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/Metamorfosis/Key-Accounts-Launch-Specialist--HematologyREQ-10064686-1
- 5. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Metamorfosis/Key-Accounts-Launch-Specialist--HematologyREQ-10064686-1