

Key Accounts Launch Specialist Renal

Job ID
REQ-10064802

10月 16, 2025

Greece

摘要

C3 Glomerulopathy (C3G) is a chronic, ultra-rare kidney disorder that often affects younger individuals. It presents with a range of symptoms that can make diagnosis and management complex. Awareness and treatment options remain limited, creating ongoing challenges for patients and their families.

We are looking for a colleague who shares our commitment to making a meaningful impact for patients and is ready to contribute to this important work, embracing our 'Grow with Responsibility' culture and upholding the highest standards of ethical conduct.

As a Key Accounts Launch Specialist Renal, 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.

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 providing scientific and strategic expertise; Contribute to the patients' optimal care
- Map the patient journey and treatment patterns
- Collect, analyze, and report insights that might impact Novartis strategy
- Map Renal market and Key Accounts across Greece
- Establish and implement the brand strategy within the designated accounts to achieve strong disease awareness and presence of the product in the allocated areas
- Achieve targets and maximize growth in line with defined policies in Accounts and Areas of responsibility

Job requirements:

- University degree in Science and/or Business Administration
- Solid experience in the pharmaceutical market, particularly in sales roles
- Background in the renal field and rare diseases is a plus
- Strong focus on delivering value to patients, customers, and driving brand impact
- Experience in brand and account management will be considered an asset
- Collaborative and agile mindset, with a talent for building trusted professional relationships
- Comfortable with digital tools and omnichannel engagement strategies
- Well-organized with excellent presentation and communication abilities
- Fluent in both written and spoken Greek and English
- Proficient in standard computer applications
- Known for a dependable and principled approach to work, with a high sense of responsibility and ownership

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-10064802

Key Accounts Launch Specialist Renal

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10064802-key-accounts-launch-specialist-renal>

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--RenalREQ-10064802-1>
5. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Metamorfosis/Key-Accounts-Launch-Specialist--RenalREQ-10064802-1>