

Portfolio Account Specialist - Immunology (VIC)

Job ID
REQ-10066150

11月 03, 2025

Australia

摘要

Join a high-performing team reimagining medicine. In this field-based Victoria role, you will drive customer interactions and sales performance across our Immunology portfolio by building trusted relationships with HCPs and key stakeholders, delivering customer-centric experiences across in-person and virtual channels, and engaging in value-based conversations to understand needs and improve patient journeys. You will be reporting to a high-energy National Sales Manager and contributing to a special team with a laser focus on delivering impact for Australian patients.

About the Role

- Drive competitive sales growth by identifying and prioritising high-potential HCPs and stakeholders using data insights.
- Orchestrate positive, multi-channel customer experiences to deliver sales performance.
- Lead value-based, in-person and virtual conversations to uncover challenges, drivers and opportunities.

- Personalise engagement journeys aligned to customer preferences and available content.
- Build sustained partnerships with HCPs and territory opinion leaders to improve the patient journey.
- Gather and share customer insights; adapt territory, account and interaction plans dynamically.
- Collaborate cross-functionally to design compliant solutions that address unmet customer and patient needs.
- Report technical complaints and adverse events within 24 hours and manage sample distribution where applicable.

What you will bring to the role:

- Extensive pharma sales experience (ideally in Immunology) with strong key account management expertise within the Australian healthcare ecosystem.
- Proven sales background in Healthcare/Pharma or related business; established network with target customer groups desirable.
- Strengths in account management, commercial excellence, selling skills, and technical aptitude.
- Outstanding communication, influencing, and negotiation skills; adept at conflict management.
- Strong compliance and ethics mindset; deep understanding of the healthcare sector and customer insights.

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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Business Unit
Universal Hierarchy Node

地点
Australia

站点
Victoria (VIC)

Company / Legal Entity
AU04 (FCRS = AU004) AU Pharma Pty Ltd

Alternative Location 1
Tasmania (TAS), Australia

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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