

## **Account Management & Channel Strategy Director**

Job ID  
REQ-10067156

11月 18, 2025

Brazil

### **摘要**

Responsible for leading key accounts within the organization and driving access to care results for Novartis portfolio products across private markets (through private payers such as HMOs and Providers) and public markets (focused on tendering and wholesalers management). Executes brand strategies with targeted national/regional accounts to ensure delivery of financial targets and market share. Builds senior stakeholder relationships, develops deep understanding of customer needs, and creates mutually beneficial solutions through strategic account business plans. Oversees day-to-day operational aspects of the function while fostering a collaborative mindset, high-performance team management, and transversal leadership.

### **About the Role**

#### **Major accountabilities:**

- Full ownership of assigned Key Accounts; develop product-specific and portfolio strategies

aligned with organizational goals and customer needs.

- Align account strategy with Sales, Marketing, Patient Access, Medical, and Managed Care functions; ensure cross-functional collaboration and resource allocation.
- Deliver account plans and financial results; collaborate with colleagues across functions to achieve sales objectives.
- Optimize contracts, access to care, and reimbursement across relevant customer groups in private markets (HMOs and Providers) and public markets (tendering and wholesalers).
- Lead negotiations, contracting, pull-through, and formulary management with Key Accounts.
- Build and sustain long-term partnerships based on deep understanding of customer structure, strategy, and priorities.
- Lead cross-functional account teams to develop and execute account business plans.
- Foster a collaborative mindset and lead high-performance teams, ensuring alignment and engagement across functions.
- Demonstrate transversional leadership by influencing and mobilizing resources beyond direct reporting lines.
- Mentor Key Account Managers by sharing best practices on contracting, account planning, and execution.
- Communicate customer insights and account activities to internal stakeholders; identify business opportunities.
- Provide strategic input and support for regional negotiations; may lead tender business and coordinate related activities.

### **Minimum Requirements:**

- Significant experience in account management.
- Significant experience in the Pharma sector and in Health Access / Access to Care across private and public markets.
- Ability to lead cross-functional teams in a matrix environment.
- Relevant experience in people management, including high-performance team leadership.
- Strong collaborative mindset and ability to exercise transversional leadership.
- Fluency in Brazilian Portuguese and English.

**Why Novartis:** Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

**You'll receive:** Competitive salary, annual bonus, life insurance, home office policy (home office 2x a week), retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access the Novartis Life Handbook: <https://www.novartis.com/careers/benefits-rewards>

**Commitment to Diversity and Inclusion:** Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Careers: <https://www.novartis.com/careers>

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

**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>

部門  
International

Business Unit  
Research

地点  
Brazil

站点  
Santo Amaro

Company / Legal Entity  
BR03 (FCRS = BR003) NOVARTIS BIOCIENCIAS S.A

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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