

Healthcare Manager

Job ID
REQ-10068328

12月 19, 2025

Sweden

摘要

#LI-Hybrid

Location: Sweden. (field based position)

Territory: Stockholm and part of Northern Sweden (focus on Stockholm and Uppsala)

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

Are you ready to join one of the world ' s leading pharmaceutical companies and help ensure that patients in Sweden gain access to innovative, life-changing medicines?

We are looking for a Healthcare Manager (HCM) to join our Immunology team in Sweden! The Healthcare Manager (HCM) represents the future of healthcare engagement and is the key field-based role, accountable for the cross-functional account management, leveraging a diverse set of strategies (among others a deep understanding of the health care system and on-label scientific discussions for on market products) to drive business growth and enhance patient care standards. Additionally, the HCM orchestrates and executes brand tactics across the customer journey, ensuring internal efforts are synchronized to achieve objectives. This role brings strategic thinking to

executorial excellence.

The position reports to the Customer Engagement Director of Sweden.

About the Role

Key Responsibilities:

- Act as the primary orchestrator of HCP engagement in prioritized key accounts. Manage all aspects of the HCPs interaction with the company, ensuring prompt and effective response to their needs. Leverage a broad toolbox of on-label medical and commercial strategies to develop and execute robust tactical account plans that integrate scientific knowledge with commercial execution, ensuring more patients are experiencing the benefit from our products, thereby delivering improved sales targets, and market development objectives.
- Lead the account level coordination of all customer-facing initiatives across various customer facing roles in marketing, medical (including support to the Medical Leads in evidence generation activities as well as the identification of opportunities for evidence generation related to implementation and real-world usage of Novartis approved medicines), partnership & access.
- Ensure alignment on strategy and execution, as well as experience sharing, to maximize patient outcomes and drive business success.
- Map opportunities to optimize the customer and healthcare system journeys, ensuring a seamless experience that aligns with the company 's broader strategy and encourages positive changes in customer performance. Identify key touchpoints for engagement to drive better outcomes for both patients and our brands.
- Lead and execute initiatives that provide high-quality medical education on on-label scientific therapeutic topics, promoting best practices and advancing standards of care for patients.
- Identify and address the needs of customers and the healthcare system by orchestrating the cross-functional implementation of targeted solutions, both digital and non-digital, to reduce barriers to the use of Novartis products and improve patient outcomes.
- Regularly provide and utilize market insights and CRM data relevant to account plans, monitor progress, and make necessary adjustments to tactics as necessary to ensure sustained success.
- Own, drive and execute digital tactics related to HCP engagement, expanding the use of digital tools and integrating virtual opportunities into customer engagement and account planning. Ensuring a modern, efficient, and comprehensive approach to customer engagement
- Ensure full compliance with regulatory requirements, including the timely reporting of Adverse Events (AEs) and Product Complaints within 24 hours. Maintain high standards of operational excellence.

Essential Requirements:

- Education: Master's or bachelor 's degree in Natural Science/ Business/Economics/or other relevant areas. (min. LIF degree)
- Previous experience from commercial and/or MSL/Medical Advisor/Medical Manager from the

Pharma industry.

- Solid understanding of the Swedish healthcare system.
- Proficient Swedish and English, both written and spoken.
- Proven ability to orchestrate complex, cross-functional initiatives and projects, and drive customer focused experiences.
- Experience in translating complex scientific data to easily understandable formats.
- Strong negotiation, relationship-building and communication skills.
- Solid track record in driving sales growth and exceeding targets through innovative customer-centric activities.

Desirable Requirements:

- Previous Immunology therapeutic area knowledge.

About Novartis:

Novartis is a leading pharmaceutical company renowned for its innovation. We pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Sweden. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

What we offer:

- Competitive salary, annual bonus and pension scheme
- Health insurance
- Flexible working arrangements
- Subsidized lunch facilities
- Inclusive work environment, many social activities and a highly active social committee

Commitment To Diversity & Inclusion:

We are committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

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>

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

General Management

地点

Sweden

站点

Kista

Company / Legal Entity

SE06 (FCRS = SE006) Novartis Sverige AB

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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