

# Territory Account Manager

Job ID  
REQ-10068648

12月 16, 2025

Russian Fed.

## 摘要

Novartis is seeking a Territory Account Manager (TAM) for the Russian Federation. The TAM will be responsible for managing the relationship with key accounts in the Russian Federation, ensuring that the accounts are met with the highest level of service and that the company's products are sold in a profitable and sustainable manner. The TAM will also be responsible for identifying and developing new business opportunities in the Russian Federation.

## About the Role

- Develop and maintain strong relationships with key accounts in the Russian Federation, ensuring that the accounts are met with the highest level of service and that the company's products are sold in a profitable and sustainable manner.
- Identify and develop new business opportunities in the Russian Federation.

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Novartis:

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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  
Corporate & Division Services

地点  
Russian Fed.

站点  
Ekaterinburg

Company / Legal Entity  
RU07 (FCRS = RU007) Novartis Pharma LLC

Functional Area  
Market Access

Job Type  
Full time

Employment Type  
Regular (Sales)

Shift Work  
No

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

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