

AD, CART Account Management - New York City Territory - Remote (MD, DE, PA, NJ, Greater NYC)

Job ID
REQ-10068896

12月 19, 2025

USA

摘要

Experienced managers in a key account management function, responsible for agreed upon targets for the assigned accounts. Primarily responsible for key stakeholder relationships within targeted accounts, develop deep understanding of individual customer needs and identify mutually beneficial solutions for both Novartis and customers through creation and execution of account business plans. Cellular Therapy Strategic Account Manager - New York City Territory - Remote (MD, DE, PA, NJ, Greater NYC)

Please note that this role would not provide relocation and only local candidates will be considered.

About the Role

Major accountabilities:

- Responsible for complete ownership of assigned Key Accounts; develop product specific and portfolio strategies in line with goals and customer needs; align Account strategy with other key Sales, Marketing, Patient Access, Medical and Managed Care functions and ensures cross-functional resources and support.
- Delivers the Account plans and required financial results for own Key Accounts; works effectively with colleagues in other functions (e.g. Primary Care and Specialty Sales, Marketing etc.) to achieve account sales.
- Responsible for contract optimization, access and reimbursement across the specific customer groups that are relevant to the role or business unit.
- Leads negotiations, contracting, pull-through and formulary management with assigned Key Accounts -Creates and implements programs designed to build long-term relationships with Accounts, based on deep understanding of the customer organization, structure, business strategy and priorities -Builds and sustains long-term customer partnerships with assigned Key Accounts, based on deep understanding of the customer organization, structure, business strategy and priorities.
- Leads cross-functional Account teams and other assigned resources to develop and deliver Account business plans.
- Acts as mentor to other Key Account Managers by sharing best practices on contracting, Account plan development and execution and knowledge of product/disease states, customer segments, and healthcare environment and regulations.
- Communicates customer insights and Account-related activities to internal stakeholders, and engages with them to pursue business opportunities within assigned Accounts.
- Plays a key role in negotiations at the regional level and provide strategic inputs and support to the team (as applicable) -May be responsible for leading the tender business and team within the country by coordinating all related activities and stakeholders at local/regional levels -Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Key performance indicators:

- Sales revenue and revenue growth in assigned accounts -Portfolio and strategic customer development

Minimum Requirements:

Education:

Bachelor ' s Degree Required

Experience:

- Minimum of 5 years pharmaceutical experience and 3 years of total experience in one or a combination of the following areas: Key Account Management, Reimbursement, Medical Device or sales management required.
- Demonstrated record of success in Oncology, Hematology, or Transplantation within an Academic Institutional setting strongly preferred

- Proven ability to establish and cultivate key customer relationships
- Strong Strategic and Business Acumen skills
- Strong negotiating skills
- In depth knowledge of healthcare industry, environment and
- IDNs/ACOs/Government Accts preferred

NOTE: Above level experience criteria are not an exhaustive list

Skills:

- Account Management.
- Accountability
- Matrixed Collaboration
- Commercial Excellence
- Competitive Intelligence
- Complexity Management
- Compliance
- Crm (Customer Relationship Management).
- Customer Engagement
- Enterprise Sales
- Ethics
- Healthcare Sector
- Integrated Marketing.
- Market Development.
- Problem Solving Skills
- Revenue Growth
- Sales Strategy.
- Selling Skills
- Strategic Leadership
- Value Propositions
- Process Education

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

Field roles with a dedicated training period only:

The individual hired for this role will be required to successfully complete certain initial training, including home study, in eight (8) or fewer hours per day and forty (40) or fewer hours per week.

Field roles with a company car: Driving is an essential function of this role, meaning it is fundamental to the purpose of this job and cannot be eliminated. Because driving is an essential function of the role, you must have a fully valid and unrestricted driver's license to be qualified for this role. The company provides reasonable accommodations for otherwise qualified individuals with medical

restrictions, if an accommodation can be provided without eliminating the essential function of driving.

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>

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>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Business Unit
Marketing

地点
USA

状态
Field, US

站点
Field Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

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