

Portfolio Account Specialist, VIC West - Oncology

Job ID
REQ-10072607

3月 25, 2026

Australia

摘要

Step into a full-time role that keeps you close to the science and your customers while making a meaningful impact across VIC West.

We are looking for experienced oncology sales professionals to join Novartis as Portfolio Account Specialists within our Solid Tumours therapy area, with a key focus on Breast Cancer. Reporting to the National Sales Manager, you will join a high-energy, collaborative team passionate about improving outcomes for patients.

This is an ideal opportunity for someone with extensive pharmaceutical oncology sales experience who is ready to take a lead role in shaping customer engagement and driving results across the region.

About the Role

As a Portfolio Account Specialist, you will be a leading driver of our customer interactions and sales performance. You will:

- Personalise and orchestrate customer engagement journeys for target HCPs, reflecting their preferences and using multiple channels and tailored content.
- Build strong, sustained partnerships with HCPs to support Novartis' Breast Cancer portfolio and Solid Tumour strategy.
- Deliver memorable, customer-centric experiences that go beyond clinical differentiation by understanding their needs and local healthcare environment.
- Use available data sources to create and dynamically adapt territory, account and customer interaction plans.
- Share customer insights with internal stakeholders to shape product- and indication-related content, campaigns and interaction plans.
- Work compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act with integrity, honesty and transparency with customers and colleagues at all times.
- Live the Novartis Code of Ethics and our Values and Behaviours, speaking up when things don't seem right.
- Ensure timely reporting (within 24 hours) of any technical complaints, adverse events or special case scenarios related to Novartis products.
- Support compliant distribution of marketing samples (where applicable).

What you will bring to the role:

- Strong track record in healthcare/pharma sales (ideally oncology), with an established network of relevant HCPs and stakeholders.
- Specific product knowledge in oncology and/or breast cancer, with solid understanding of the broader healthcare sector and evolving treatment landscapes.
- Proven account management and selling skills with a highly customer-centric mindset and strong commercial excellence focus.
- Ability to gather and leverage customer insights and data to inform decisions, territory planning and multichannel engagement strategies.
- Excellent communication, influencing and negotiation skills, with confidence in conflict management and constructive challenge.
- Demonstrated commitment to compliance and ethics, effective cross-functional collaboration, and strong technical skills to use digital tools and multichannel platforms.

Why consider this role?

- Impactful work - help transform the lives of people living with breast cancer and other solid tumours.
- High-energy, supportive team - work with colleagues who are collaborative, ambitious and united by a strong purpose.
- Ethical, patient-focused environment - be part of an organisation guided by a clear Code of Ethics and strong values.

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: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

General Management

地点

Australia

站点

Victoria (VIC)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

```
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showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
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(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
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false, playlistEvents: false, castEvents: false } }; }
```

```
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kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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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