

Strategic Account Manager - Radioligand Therapies

Job ID
REQ-10081596

6月 22, 2026

India

摘要

As a Strategic Account Manager, you will lead engagement and business growth for RLT within key hospital accounts. This role goes beyond traditional sales - it requires strategic account leadership, building partnerships across multiple stakeholders such as healthcare professionals (HCPs), administrators, procurement teams, and technologists.

You will lead the introduction of innovative therapies, shape disease management with multidisciplinary teams, ensure operational readiness for RLT programs and drive sustainable relationships that deliver long-term value for both Novartis and our customers.

About the Role

Onboarding Location: Mumbai Work Location-Hyderabad / Bengaluru || Area of coverage: South zone.

Key responsibilities:

- Develop and execute strategic account plans for hospitals with nuclear medicine capabilities; align on account objectives and implement dedicated action plans.
- Drive adoption of RLT through value-based discussions, referral network development, and stakeholder engagement across clinical, operational, and administrative functions.
- Negotiate contracts, guide key account initiatives, and provide strategic input on growth opportunities and programs.
- Analyze market dynamics, including competitive intelligence; share insights and identify regional opportunities for performance improvement.
- Drive several initiatives and educational programs independently or in collaboration with marketing/medical teams, aligned with tactical plans.
- Demonstrate deep understanding of radioligand therapy mechanisms, disease pathways, and clinical data, and clearly interpret complex scientific information to support evidence-based discussions and decision-making with multidisciplinary stakeholders.
- Contribute to stakeholder mapping, segmentation, and profiling; ensure accurate and timely data entry in Novartis CRM systems.
- Collaborate cross-functionally with marketing, market access, supply chain, and other teams to deliver annual business plans and operational readiness.
- Reporting of technical complaints/adverse events/special case scenarios

Essential Requirements:

- Sales revenue and growth for Radioligand Therapies in designated accounts.
- Achievement of account objectives and operational readiness for RLT programs.

- Customer engagement metrics and quality of stakeholder relationships.
- Compliance with reporting timelines and CRM data accuracy.

Desirable Requirements:

- 8-10 years in oncology and/or medical devices, preferably in multinational pharmaceutical companies.
- Proven experience in strategic account management and cross-functional collaboration.
- Strong understanding of MNC culture, compliance, and governance.
- Bachelor ' s degree in Pharmacy or related field.

Skills:

- Excellent communication, negotiation, and relationship-building skills.
- Ability to interpret and present complex scientific information clearly.
- Strategic thinking and problem-solving capabilities.

Languages:

- English (mandatory).

Commitment to Diversity and Inclusion / EEO paragraph:

Novartis is 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>

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部门

International

Business Unit

Marketing

地点

India

站点

Hyderabad (Office)

Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
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"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
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config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
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(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
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config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.  
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var kalturaPlayer =  
kPlayer.setup(config); // Add the player to the global array.  
window.kalturaPlayerVideos.push(kalturaPlayer); // Load the Player for other media.  
kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

Accessibility and accommodation

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