

Key Account Manager

Job ID
REQ-10083603

7月 27, 2026

Canada

Available in: English

摘要

#LI-Remote

Primary Location: Quebec city, Trois-Rivieres, Chicoutimi, Rimouski, Drummondville

Are you passionate about expanding patient access to innovative therapies and creating meaningful impact for patients living with cancer? As a Key Account Manager, you will play a critical role in accelerating access to Radioligand Therapy (RLT) across Eastern Canada by building strategic partnerships, strengthening referral networks, and identifying opportunities to improve patient journeys. This is a highly visible role where your ability to influence stakeholders, navigate complex healthcare systems, and drive account growth will directly contribute to better outcomes for patients and healthcare providers alike.

About the Role

Key Responsibilities

- Drive territory performance and achieve commercial objectives across assigned accounts.
- Develop strategic Key Account Plans aligned with brand and business priorities.
- Build trusted relationships with healthcare professionals and key decision-makers.
- Strengthen referral pathways to improve identification and access for eligible patients.
- Organize and execute educational programs and stakeholder engagement activities.
- Collaborate with cross-functional teams to deliver integrated customer solutions.
- Support development of key opinion leaders and healthcare champions.
- Map patient care pathways and identify opportunities to improve care coordination.
- Accurately manage customer insights and activities within CRM systems.
- Ensure compliance with all company policies, reporting requirements, and KPIs.

Essential Requirements

- Bachelor's degree in Science, Business, Healthcare, or a related field.
- Minimum 5 years of successful specialty pharmaceutical sales experience.
- Proven expertise in strategic key account management and business planning.
- Strong relationship-building, influencing, and stakeholder engagement skills.
- Ability to navigate complex healthcare systems and customer environments.
- Experience managing multiple priorities in a highly cross-functional setting.
- Strong communication and collaboration skills across diverse stakeholder groups.
- Ability to travel throughout the territory, including overnight travel as required.
- Language: French speaking and writing: advance et English speaking and writing: intermediate

Desirable Requirements

- Experience in Oncology, Nuclear Medicine, or related specialty therapeutic areas.
- Background in patient pathway development, healthcare system navigation, or patient access initiatives.

At **Novartis Canada**, we are determined to be a valued partner and advocate, with a deep understanding of patient needs along the entire care journey - from drug development, to diagnosis, to access and beyond. Part of the way we are doing this is by leveraging data, technology, and partnerships.

Research & Development: we focus on four core therapeutic areas: Cardiovascular, Renal & Metabolic, Immunology, Neuroscience and Oncology. We also develop and deliver treatments through other promoted and established brands, which today are helping millions of patients. Over the last three years, our average annual research and development investment in Canada was over \$30 million, and we conduct clinical trial research in every region throughout Canada.

Commitment to Diversity and Inclusion: Novartis is committed to building outstanding, inclusive work environment and diverse team ' s representatives 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: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门
International

Business Unit
Other

地点
Canada

站点
Field Sales (Canada)

Company / Legal Entity
CA04 (FCRS = CA004) NOVARTIS PHARMA CANADA INC.

Functional Area
Sales

Job Type

Full time

Employment Type
Regular (Sales)

Shift Work
No

```
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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.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 thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
```

```
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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