

Key Account Manager

Job ID
REQ-10085012

8月 10, 2026

India

Disponibile in: Italiano | [Deutsch](#) | [English](#) | [Español](#) | [Français](#) | [日本語](#) | [Nederlands](#) | [Русский](#) | [Slovenščina](#) | [Türkçe](#) | [中文](#)

摘要

- Responsible for key account management at a local level, usually managing a small team or managing specific account(s)/relationships.
- Manage the business relationship and activities with key accounts in order to foster and extend the relationship.
- Develop and maintain relationships with key stakeholders within accounts, developing deep understanding of customer challenges with respect to patients and identifying solutions that enhance patient care.
- Fluency in Hindi (reading, writing, and verbal communication) is required.
- Prior experience working in or managing business across the Rajasthan region is required.
- Experience in Key Account Management (KAM) is preferred & will be an added advantage.

About the Role

Major Accountabilities

- Responsabile della promozione, della promozione e dello sviluppo dei conti designati per raggiungere gli obiettivi commerciali
- Sviluppare la strategia di sviluppo dei clienti, piani d'azione KAM dedicati per gli account assegnati, allinea gli obiettivi del conto ed esegue.
- Guidare la preparazione di strategie e piani tattici individuali e dare un contributo strategico in termini di analisi, potenziale futuro e programmi chiave necessari per i conti
- Preparare e negoziare i contratti e guidare le iniziative che l'azienda lancia per indirizzare un conto particolare
- Analizzare la situazione del mercato, comprese le attività di intelligence competitiva sui conti chiave e sui principali concorrenti
- Organizzare eventi con i clienti e altri programmi in modo indipendente o con reparto marketing/medico, in linea con i piani tattici aziendali concordati
- Contribuire alla mappatura delle parti interessate, inclusa la segmentazione e la profilazione e fornire dati accurati e tempestivi per il sistema CRM Novartis.
- Responsabile della guida del piano operativo di vendita e del raggiungimento di vendite concordate e di obiettivi di prestazioni più ampi per la propria parte dell'organizzazione.
- Sviluppare un team di vendita efficace attraverso la formazione e il coaching o la gestione di programmi commerciali chiave
- Segnalazione di reclami tecnici / eventi avversi / scenari di casi speciali relativi ai prodotti Novartis entro 24 ore dal ricevimento
- Distribuzione di campioni di marketing (se del caso)

Key Performance Indicators

Responsabile della gestione degli account chiave a livello locale, in genere la gestione di un team di piccole dimensioni o la gestione di account/relazioni specifici. Gestire la relazione commerciale e le attività con i conti chiave al fine di promuovere ed estendere la relazione e ottenere gli obiettivi di vendita. Sviluppare e mantenere relazioni con le principali parti interessate all'interno degli account, sviluppando una profonda comprensione delle sfide dei clienti rispetto ai pazienti e identificando soluzioni che migliorano la cura del paziente.

Work Experience

Gestione delle metriche e dei problemi di qualità
Progettazione di studi clinici, revisione dei dati e reporting
Tecnologie innovative e analitiche

Skills

Gestione dell'account
Gestione delle retribuzioni (dipendenti)
Programmazione informatica
Cosmesi
CRM (Gestione delle relazioni con i clienti)
Assistenza
Vendite sul campo

Gestione dei Key Account
Merchandising
Abilità multitasking
Amministrazione dell'ufficio
Cura del paziente
Approvvigionamento
Promozione (Marketing)
Vendite
Operazioni di vendita
Leadership strategica
Servizi di supporto

Language

Inglese

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 \(PDF 30 MB\)](#)

部門
International

Business Unit
Marketing

地点
India

站点
Rajasthan

Company / Legal Entity

Functional Area
Sales

Job Type
Full time

Employment Type
Regolare

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a7abb61b8a5f663471887", provider: { widgetId: "10m7rm1pm", partnerId:
"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"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RQJ5';
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 =  
thumbEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbEmbed() 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) }
```

Accessibility and accommodation

Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Job ID
REQ-10085012

Key Account Manager

[Apply to Job](#)



Job ID
REQ-10085012

Key Account Manager

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-it-it>

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-ja-jp>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-nl-nl>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-ru-ru>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-sl-si>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-tr-tr>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10085012-key-account-manager-zh-cn>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
13. <mailto:diversityandincl.india@novartis.com>
14. https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis_Careers/job/Rajasthan/Key-Account-ManagerREQ-10085012-1
15. https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis_Careers/job/Rajasthan/Key-Account-ManagerREQ-10085012-1