

Key Account Manager

Job ID
REQ-10085012

8月 10, 2026

India

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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

- 负责推动指定客户的销售、推广和发展，实现商业目标
- 制定客户发展战略，为分配的客户制定专门的 KAM 行动计划，调整客户目标并执行。
- 领导战略和个人战术计划的制定，并在分析、未来潜力和账户所需的关键计划方面提供战略投入
- 准备和谈判合同，并指导公司针对特定客户启动的举措
- 分析市场情况，包括关键客户和主要竞争对手的竞争情报活动
- 根据商定的业务战术计划，独立组织客户活动和其他计划，或与营销/医疗部门合作
- 协助利益干系人进行映射，包括细分和分析，并为诺华 CRM 系统提供准确及时的数据。
- 负责推动销售运营计划，并实现组织自身的商定销售和更广泛的绩效目标。
- 通过培训、辅导或管理关键商业计划，培养有效的销售团队
- 收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
- 营销样本的分发适用)

Key Performance Indicators

负责本地级的关键客户管理，通常管理一个小团队或管理特定客户/关系。管理与关键客户的业务关系和活动，以促进和扩展关系并获取销售目标。与客户中的关键利益相关者发展和维护关系，深入了解客户对患者面临的挑战，并找出可增强患者护理的解决方案。

Work Experience

处理质量指标和问题
临床试验设计、数据审查和报告
创新和分析技术

Skills

账户管理
薪酬管理(员工)
计算机编程
化妆品
CRM客户关系管理)
客户关怀
现场销售
大客户管理
销售
多任务处理技能
办公室行政管理
患者护理
采购
促销营销)
销售
销售运营
战略领导力
支持服务

Language

英语

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
Marketing

地点
India

站点
Rajasthan

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

Functional Area
Sales

Job Type
Full time

Employment Type
正式

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a7abb642893a336744091", 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-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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