

National KAM Role

Job ID
REQ-10088953

九月 30, 2026

Ireland

摘要

Are you passionate about improving patient outcomes and building trusted partnerships across healthcare systems? As a National Key Account Manager, you will play a critical role in driving the commercial success of Novartis' priority brands across Immunology, Neuroscience, and Cardiovascular therapeutic areas.

In this field-based role, you will engage strategically with key healthcare stakeholders, deliver impactful customer experiences, generate insights, and execute brand strategies that create value for patients, healthcare professionals, and healthcare organizations. You will work collaboratively across multiple functions while ensuring the highest standards of ethics, compliance, and customer focus.

About the Role

Key Responsibilities

- Lead the national execution of commercial strategies for priority products across the Immunology, Neuroscience, and Cardiovascular therapeutic areas.
- Deliver high-quality, compliant customer engagements aligned with brand objectives and therapeutic area strategies.
- Build and maintain trusted partnerships with healthcare professionals, key decision-makers, and relevant stakeholders through meaningful scientific and commercial discussions.
- Communicate clinical evidence and product value propositions to support appropriate product use and improved patient outcomes.
- Implement the Novartis International Commercial Excellence (ICE) framework, including account planning, customer targeting, segmentation, and engagement planning.
- Leverage digital tools and data-driven insights, including Next Best Action recommendations, to optimize customer interactions and business impact.
- Gather and analyze customer, market, and competitive insights, translating findings into actionable opportunities and strategic recommendations.
- Participate in local meetings, educational activities, and promotional events in accordance with governance and compliance requirements.
- Collaborate effectively with cross-functional partners across Marketing, Medical Affairs, Value & Access, and Execution Excellence teams to deliver integrated customer solutions.
- Operate in full compliance with Novartis policies, industry regulations, and ethical standards.

What You'll Bring

Essential Requirements

- Bachelor's degree in Life Sciences, Pharmacy, Business, or a related field.
- Proven experience in pharmaceutical sales, key account management, or commercial roles within healthcare.
- Strong understanding of customer engagement principles and account management methodologies.
- Demonstrated ability to influence stakeholders and build long-term professional relationships.
- Excellent communication, presentation, and negotiation skills.
- Experience working in a cross-functional environment and managing multiple priorities effectively.
- Strong business acumen with the ability to interpret market and customer insights.
- Proficiency in CRM systems and digital engagement tools.
- Willingness to travel nationally as required.

Desirable Requirements

- Experience within Immunology, Neuroscience, Cardiovascular, or specialty care therapeutic areas.
- Knowledge of healthcare systems, reimbursement pathways, and market access principles.
- Experience with omnichannel engagement approaches and data-driven customer planning.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives. We are committed to

fostering an inclusive workplace where diverse perspectives are valued, innovation is encouraged, and employees are empowered to make a meaningful impact on patients around the world.

Commitment to Diversity & Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Key Success Measures

Success in this role will be measured through:

- Achievement of sales objectives and business targets.
- Quality and effectiveness of customer engagement activities.
- Execution excellence across account planning, targeting, and segmentation.
- Delivery against omnichannel engagement and call plan objectives.
- Compliance with reporting, CRM, and governance standards.
- Quality and impact of field insights shared with cross-functional teams.
- Participation in capability-building and field effectiveness programs.
- Adherence to International Commercial Excellence standards and expectations.
- Successful completion of required product and disease area training and assessments.

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 54,096.00 - 77,280.00 - 100,464.00 EUR Annual

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

Read our brochure to learn more about our global total rewards offering:

<https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

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 \(PDF 30 MB\)](#)

Primary location salary range
€ 54,096.00 - € 100,464.00

部门
International

Business Unit
Sales

地点
Ireland

站点
Field Force (Ireland)

Company / Legal Entity
IE02 (FCRS = IE002) Novartis Ireland Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6abcd97d1bc37560719821", 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 =  
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 kaltura_dataLayer.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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