Account Manager (m/w/d) TA: Onko/Prostate Cancer

Job ID
REQ-10092466

十一月 12, 2026

Austria

Disponible en: Espa ñ ol | Deutsch | English | Fran ç ais | Italiano | 日本語 | Nederlands | P у с с к и й Sloven š č ina | T ü rk | 中文

摘要

Gebiet: Wien, Burgenland, Steiermark, K ä rnten, Teilgebiet Nieder ö sterreich, starker Fokus auf Ost-Ö sterreich

#LI-hybrid

The Account Manager is responsible for driving the success of a priority brand in Prostate Cancer within complex accounts by addressing clinical & non-clinical barriers to patient access and enabling optimal patient pathways. In the RLT context, the role leads strategic account management in Austria, building strong stakeholder partnerships across Nuclear Medicine, Oncology, and Urology to address customer needs, accelerate access, and support a customer-centric commercial model. The role focuses on coordinated cross-functional engagement, stakeholder alignment, and system-level problem solving across the healthcare ecosystem in line with Novartis policies, ethical standards, and compliance requirements.

About the Role

Major Accountabilities

-Responsable de impulsar las ventas, la promoci ó n y el desarrollo en las cuentas designadas para alcanzar los objetivos comerciales
-Desarrollar la estrategia de desarrollo de clientes, planes de acci ó n KAM dedicados para cuentas asignadas, alinea los objetivos de la cuenta y se ejecuta.
-Liderar la preparaci ó n de estrategias y planes t á cticos individuales y dar aportes estrat é gicos en t é rminos de an á lisis, potencial futuro y programas clave requeridos para las cuentas
-Preparar y negociar contratos, y guiar las iniciativas que la empresa lanza para apuntar a una cuenta particular
-Analizar la situaci ó n del mercado, incluidas las actividades de inteligencia competitiva en cuentas clave y competidores clave
-Organizar eventos de clientes y otros programas de forma independiente o con el departamento de marketing/m é dico, de acuerdo con los planes t á cticos de negocio acordados
-Contribuir a la cartograf í a de las partes interesadas, incluida la segmentaci ó n y la elaboraci ó n de perfiles, y proporcionar datos precisos y oportunos para el sistema CRM de Novartis.
-Responsable de impulsar el plan de operaciones de ventas y de lograr objetivos de ventas acordados y de rendimiento m á s amplios para su propia parte de la organizaci ó n.
-Desarrollar un equipo de ventas eficaz a trav é s de la formaci ó n y el coaching o la gesti ó n de programas comerciales clave
-Notificaci ó n de quejas t é cnicas / eventos adversos / escenarios de casos especiales relacionados con los productos Novartis dentro de las 24 horas posteriores a la recepci ó n
-Distribuci ó n de muestras de comercializaci ó n (cuando proceda)

Key Performance Indicators

Responsable de la administraci ó n de cuentas clave a nivel local, normalmente administrando un equipo peque ñ o o administrando cuentas/relaciones espec í ficas. Gestionar la relaci ó n comercial y las actividades con cuentas clave con el fin de fomentar y ampliar la relaci ó n y obtener los objetivos de ventas. Desarrollar y mantener relaciones con las partes interesadas clave dentro de las cuentas, desarrollando una comprensi ó n profunda de los desaf í os de los clientes con respecto a los pacientes e identificando soluciones que mejoren la atenci ó n al paciente.

Work Experience

Gesti ó n de m é tricas y problemas de calidad
Dise ñ o de ensayos cl í nicos, revisi ó n de datos y elaboraci ó n de informes
Tecnolog í as innovadoras y anal í ticas

Skills

Gesti ó n de cuentas
Gesti ó n de Compensaciones (Empleados)
Programaci ó n de Computadoras
Cosm é ticos
CRM (Gesti ó n de la relaci ó n con el cliente)

Atenci ó n al cliente
Ventas de campo
Gesti ó n de Cuentas Clave
Merchandising
Habilidades multitarea
Administraci ó n de oficinas
Atenci ó n al paciente
Procuraci ó n
Promoci ó n (Marketing)
Ventas
Operaciones de Ventas
Liderazgo Estrat é gico
Servicios de soporte

Language

Ingl é s

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
€ 66,918.00 - € 119,100.00

部门
International

Business Unit
General Management

地点
Austria

站点
Vienna

Company / Legal Entity
AT06 (FCRS = AT006) Novartis Pharma GmbH

Functional Area
Sales

Job Type
Full time

Employment Type
Regular

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af5e6f525652674049189", 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 } }; }

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