NOVARTIS

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

Job ID
REQ-10092466

十一月 12, 2026

Austria

Disponible en: Fran ç ais | Deutsch | English | Espa ñ ol | 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 la conduite des ventes, de la promotion et du d é veloppement dans les comptes d é sign é s pour atteindre les objectifs commerciaux
~É laborer une strat é gie de d é veloppement client, des plans d ' action KAM d é di é s pour les comptes attribu é s, s ' aligne sur les objectifs du compte et ex é cute.
~Diriger la pr é paration des strat é gies et des plans tactiques individuels et donner une contribution strat é gique en termes d ' analyse, de potentiel futur et de programmes cl é s requis pour les comptes
~Pr é parer et n é gocier des contrats et orienter les initiatives lanc é es par l ' entreprise pour cibler un compte particulier
~Analyser la situation du march é , y compris les activit é s de veille concurrentielle sur les comptes cl é s et les principaux concurrents
~Organiser des é v é nements clients et d ' autres programmes ind é pendamment ou avec le d é partement marketing/m é dical, conform é ment aux plans tactiques d ' affaires convenus
~Contribuer à la cartographie des parties prenantes, y compris la segmentation et le profilage, et fournir des donn é es pr é cises et opportunes pour le syst è me de CRM de Novartis.
~Responsable de l ' ex é cution du plan d ' op é rations de vente et de l ' atteinte des ventes convenues et des objectifs de rendement plus larges pour une partie propre de l ' organisation.
~D é velopper une é quipe de vente efficace gr â ce à la formation et au coaching ou à la gestion de programmes commerciaux cl é s
~D é claration des plaintes techniques / é v é nements ind é sirables / sc é narios de cas particuliers li é s aux produits Novartis dans les 24 heures suivant leur r é ception
~Distribution d ' é chantillons de commercialisation (le cas é ch é ant)

Key Performance Indicators

Responsable de la gestion des comptes cl é s au niveau local, g é n é ralement la gestion d ' une petite é quipe ou la gestion de comptes/relations sp é cifiques. G é rer la relation d ' affaires et les activit é s avec des comptes cl é s afin de favoriser et d ' é tendre la relation et d ' obtenir les objectifs de vente.
D é velopper et maintenir des relations avec les principaux intervenants au sein des comptes, d é velopper une compr é hension approfondie des d é fis des clients à l ' é gard des patients et identifier des solutions qui am é liorent les soins aux patients.

Work Experience

Gestion des mesures et des probl è mes de qualit é
Conception d'essais cliniques, examen des donn é es et rapports
Technologies innovantes et analytiques

Skills

Gestion de compte
Gestion de la r é mun é ration (employ é s)
Programmation
Cosm é tique
CRM (Gestion de la Relation Client)

Service à la client è le
Ventes sur le terrain
Gestion des Grands Comptes
Marchandisage
Comp é tences multit â ches
Administration de bureau
Soins aux patients
Approvisionnement
Promotion (Marketing)
Ventes
Op é rations de vente
Leadership strat é gique
Services d'assistance

Language

Anglais

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
CDI

Shift Work
No

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config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } }; }

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