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

Job ID
REQ-10092466

十一月 12, 2026

Austria

Na voljo v: Sloven š č ina Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c | Türkçe | 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

- Odgovorna za prodajo, promocijo in razvoj v dolo č enih ra č unovodskih izkazih za doseganje poslovnih ciljev
- Razviti strategijo razvoja strank, namenske akcijske na č rte KAM za dodeljene ra č une, poravnati cilje in izvedbe ra č unov.
- Vodijo pripravo strategij in posameznih takti č nih na č rtov ter dajejo strate š ke vlo ž ke v smislu analiz, prihodnjih potencialov in klju č nih programov, potrebnih za ra č une
- Pripraviti in se pogajati o pogodbah ter usmerjati pobude, ki jih podjetje spro ž i za ciljanje na dolo č en ra č un
- Analiziranje razmer na trgu, vklju č no s konkuren č nimi obve š č evalnimi dejavnostmi na klju č nih ra č unih in klju č nih konkurentih
- Organizirajte dogodke strank in druge programe neodvisno ali s tr ž enjem/medicinskim oddelkom, v skladu z dogovorjenimi poslovnimi takti č nimi na č rti
- Prispevati k kartiranju zainteresiranih strani, vklju č no s segmentacijo in profilacijo ter zagotoviti to č ne in pravo č asno podatke za sistem Novartis CRM.
- Odgovoren za izvajanje na č rta prodajnih operacij in za doseganje dogovorjenih prodajnih in š ir š ih ciljev uspe š nosti za lasten del organizacije.
- Razvoj u č inkovite prodajne skupine z usposabljanjem in usposabljanjem ali upravljanjem klju č nih komercialnih programov
- Poro č anje o tehni č nih prito ž bah / ne ž elenih dogodkih / scenarijih posebnih primerov, povezanih z Novartis izdelki v roku 24 ur po prejemu
- Distribucija vzorcev tr ž enja (kjer je primerno)

Key Performance Indicators

Odgovoren za upravljanje klju č nih ra č unov na lokalni ravni, obi č ajno upravljanje majhne skupine ali upravljanje dolo č enih ra č unov/odnosov. Upravljajte poslovni odnos in dejavnosti s klju č nimi ra č uni, da spodbujate in raz š irite odnos ter pridobite cilje prodaje. Razviti in vzdr ž evati odnose s klju č nimi zainteresiranimi stranmi znotraj ra č unov, razvijati globoko razumevanje izzivov strank v zvezi z bolniki in opredeliti re š itve, ki krepijo skrb za bolnike.

Work Experience

- Obravnava meril kakovosti in te ž av
- Oblikovanje klini č nega presku š anja, pregled podatkov in poro č anje
- Inovativne in analiti č ne tehnologije

Skills

- Upravljanje ra č una
- Upravljanje nadomestil (zaposleni)
- Ra č unalni š ko programiranje
- Kozmetika
- CRM (upravljanje odnosov s strankami)
- Skrb za stranke

Terenska prodaja
Upravljanje klju č nih kupcev
Trgovanje
Spretnosti ve č opravilnosti
Pisarni š ka administracija
Oskrba bolnikov
Naro č anja
Promocija (tr ž enje)
Prodaje
Prodajne operacije
Strate š ko vodenje
Podporne storitve

Language

Angle š č ina

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
Redni sodelavec

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af5e6c4e4f21939729944", 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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