NOVARTIS

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

Job ID
REQ-10092466

十一月 12, 2026

Austria

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

-Ticari hedeflere ula ş mak i ç in belirlenen hesaplarda sat ı ş , promosyon ve geli ş tirmenin y ö nlendirilmesinden sorumlu
-M ü ş teri geli ş tirme stratejisi geli ş tirin, atanan hesaplar i ç in ö zel KAM eylem planlar ı geli ş tirin, hesa hedeflerine g ö re hizalay ı n ve y ü r ü t ü r.
-Stratejilerin ve bireysel taktik planlar ı n haz ı rlanmas ı na ö nc ü l ü k etmek ve analiz, gelecekteki potansiyel ve hesaplar i ç in gerekli olan temel programlar a ç ı s ı ndan stratejik girdi sa ğ lamak
-S ö zle ş meleri haz ı rlamak ve m ü zakere etmek ve ş irketin belirli bir hesab ı hedeflemek i ç in ba ş latt giri ş imlere rehberlik etmek
-Ö nemli hesaplar ve ö nemli rakipler ü zerinde rekabet ç i istihbarat faaliyetleri de dahil olmak ü zere piyasa durumunu analiz etmek
-M ü ş teri etkinliklerini ve di ğ er programlar ı ba ğ ı ms ı z olarak veya pazarlama/t ı p departman ı ile, kararla ş t ı r ı lan i ş taktik planlar ı na uygun olarak d ü zenleyin
-Segmentasyon ve profil olu ş turma da dahil olmak ü zere payda ş lar ı n e ş leneme sine katk ı da bulunun ve Novartis CRM sistemi i ç in do ğ ru ve zaman ı nda veri sa ğ lay ı n.
-Sat ı ş i ş lemleri plan ı n ı y ö nlendirmekten ve kurulu ş un kendi b ö l ü m ü i ç in kararla ş t ı r ı lan sat geni ş performans hedeflerine ula ş maktan sorumludur.
-Ö nemli ticari programlar ı n e ğ itimi ve ko ç lu ğ u veya y ö netimi yoluyla etkili bir sat ı ş ekibi geli ş tirme
-Novartis ü r ü nleriyle ilgili teknik ş ikayetlerin / olumsuz olaylar ı n / ö zel durum senaryolar ı n ı n al ı nd ı ktan sonraki 24 saat i ç inde raporlenmesi
-Pazarlama ö rneklerinin da ğ ı t ı m ı (uygun oldu ğ unda)

Key Performance Indicators

Yerel d ü zeyde anahtar hesap y ö netiminden sorumlu, genellikle k ü ç ü k bir ekibi y ö netmek veya belirli hesap(lar)/ili ş kilerini y ö netmek. İ li ş kiyi geli ş tirmek ve geni ş letmek ve sat ı ş hedeflerini elde etmek i ö nemli hesaplarla i ş ili ş kisini ve etkinlikleriy ö netin. Hesaplardaki ö nemli payda ş larla ili ş kiler geli ş tirmek ve s ü rd ü rmek, hastalarla ilgili m ü ş teri zorluklar ı hakk ı nda derin bir anlay ı ş geli ş tirme hasta bak ı m ı n ı geli ş tirecek ç ö z ü mleri belirlemek.

Work Experience

Kalite ö l ç ü mlerinin ve sorunlar ı n ı n ele al ı nmas ı
Klinik Ara ş t ı rma Tasar ı m ı , Veri İ nceleme ve Raporlama
Yenilik ç i ve Analitik Teknolojiler

Skills

Hesap Y ö netimi
Ü cret Y ö netimi (Ç al ı ş anlar)
Bilgisayar Programc ı l ı ğ ı
Kozmetik
Crm (M ü ş teri İ li ş kileri Y ö netimi)
M ü ş teri Hizmetleri
Saha Sat ı ş lar ı

Kilit Müşteri Yönetimi
Ticaret
Çoklu Görev Becerileri
Büro Yönetimi
Hasta Bakımı
Tedarik
Promosyon (Pazarlama)
Satış
Satış Operasyonları
Stratejik Liderlik
Destek Hizmetleri

Language

İngilizce

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
Kadrolu

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af5e6b817dc6894379228", 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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