NOVARTIS

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

Job ID
REQ-10092466

十一月 12, 2026

Austria

Available in: English | Deutsch | Español | Français | Italiano | 日本語 | Nederlands | Русский | Slovenščina | Türk | 中文

摘要

Gebiet: Wien, Burgenland, Steiermark, Kärnten, Teilgebiet Niederösterreich, starker Fokus auf Ost-Österreich

#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

Key responsibilities

- Drive sales performance and execute promotional strategies across designated accounts to achieve commercial objectives & revenue targets.
- Develop and implement tailored account plans including stakeholder mapping, segmentation, and identification of access barriers.
- Build and maintain strong relationships with multidisciplinary stakeholders across Nuclear Medicine, Oncology, Urology, and the broader healthcare system.
- Establish and maintain relationships with key opinion leaders (KOLs) and lead regional events to strengthen engagement.
- Lead and coordinate cross-functional collaboration to improve patient pathways, access, and account performance.
- Generate and leverage insights on account potential, market dynamics, and competitive landscape to inform strategy and decision-making.
- Support implementation of contracts, key initiatives, and educational programs in a compliant and effective manner.
- Ensure accurate CRM documentation and contribute to consistent execution of best practices across accounts.

Requirements

- University degree in Life Sciences, Business, or related field (medical/scientific background or PharmareferentInnenprüfung required), with fluency in **German** and English, and relevant experience in sales or key account management.
- Experience in Oncology, Urology or Nuclear Medicine or similar complex therapeutic areas is preferred.
- Strong knowledge of the Austrian healthcare system and access dynamics.
- Proven ability to build relationships and manage stakeholders across complex environments.
- Strong analytical skills with ability to interpret data, KPIs, and derive actionable insights.
- Experience addressing access barriers and executing tailored engagement strategies.
- Commercial mindset with strong execution focus and results orientation.
- Excellent communication, collaboration, and interpersonal skills.

- High level of integrity, ethics, and compliance awareness.
- Resilience, self-motivation, and proactive problem-solving mindset.

Rewards

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

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 a minimum of 14 weeks paid parental leave.

Expected Annual Base Salary Range for role:

66,918.00 - 119,100.00 EUR

The 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. Further details will be provided during the application process.

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

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity and Inclusion / EEO paragraph:

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

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: Read our handbook to learn about all the ways we ' ll help you thrive personally

and professionally: https://www.novartis.com/careers/benefits-rewards

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€ 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: "kalturaplayer6af5e6ca5cf77738854583", 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 = thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() 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 kalturadatalayer.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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