

Key Account Manager , Haematology - Yorkshire, East Midlands, Northamptonshire.
Job ID REQ-10020853
9月 03, 2024
United Kingdom
摘要 Novartis are looking for a passionate and driven key account manager to join the Haematology team You will play an important part of the success of a team that has already changed lives of many people living with Myelofibrosis in the UK.

About the Role

Location:

This is a field based role covering: Yorkshire, East Midlands, Northamptonshire.

Please note this role requires the successful candidate to live on the territory and have the right to

Major accountabilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key Account/Hospital network support, market access support, including referral networks
- Gain a deep understanding in the Haematology specialist area and priority products
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Ensure customer satisfaction and best in class customer relationship
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives
- Provide input into effective use of promotional funds and territory sales forecasting

Commitment to Diversity & Inclusion:

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

Essential requirements:

- Experience working in a UK Pharmaceutical Company in a specialty hospital sales role
- · Commercial and sales success and desire to drive for results
- Strong communication and selling skills
- Engaging customer focused approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working

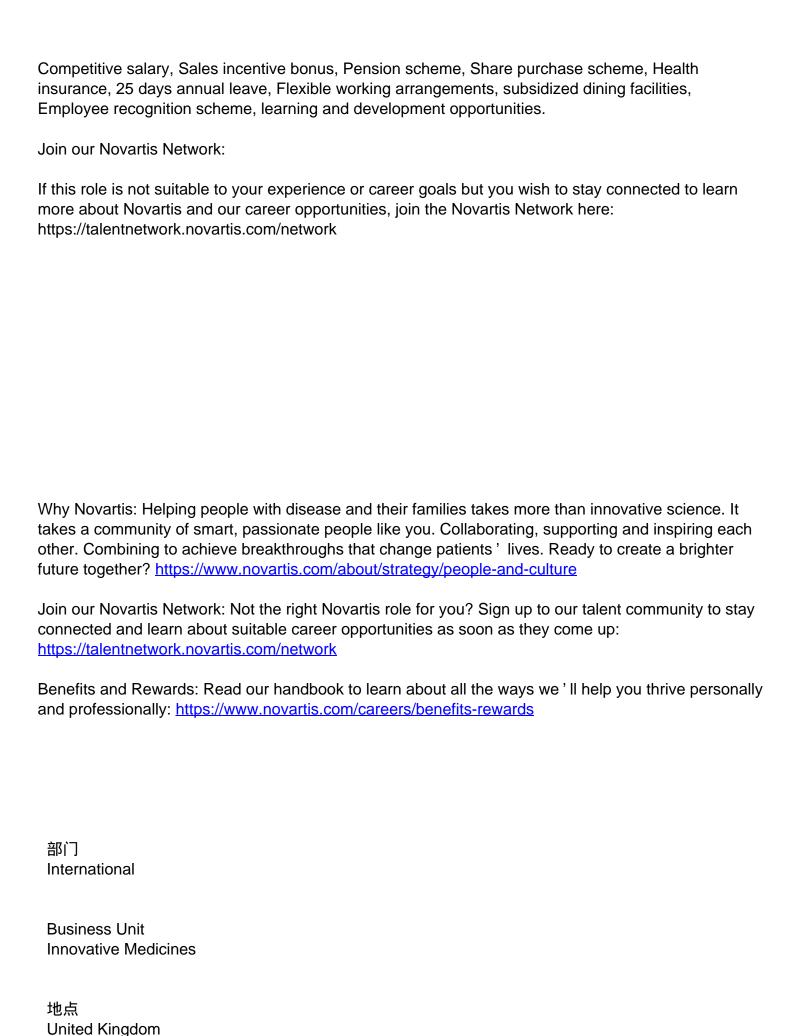
Desirable requirements:

- Specialist knowledge from Haematology or Oncology sales role
- · Brings an existing knowledge of the area with contacts and relationships from the territory

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: https://www.novartis.com/about/strategy/people-and-culture

You'll receive:



Company / Legal Entity GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.
Functional Area Sales
Job Type Full time
Employment Type Regular (Sales)
Shift Work No
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- 4. https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Field-Force-England-Wales/Key-Account-Manager---Haematology----Yorkshire--East-Midlands--NorthamptonshireREQ-10020853-1
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