

## Private Business Development Partner (12 meses)

Job ID  
REQ-10049830

4月 22, 2025

Portugal

### 摘要

Identify needs and opportunities, liaising with stakeholders at physician level and leveraging insights to explore business opportunities in the assigned accounts, according with Novartis IMI guidelines, area budget, legal and fiscal legislation in force, area defined SOP and superior instructions/guidelines, in order to create new business opportunities, promote portfolio brands and contribute to Novartis as a leader in general therapeutic areas, driving territory sales performance, market share and optimal resource utilization, thus meeting sales goals for the assigned territory.

### About the Role

#### Major Accountabilities

- Know and understand the business of private providers, identify business needs and opportunities that improve customer experience and access to innovative medicines.
- Understand the customer and respective ecosystem, map networks of influence, identify

needs and opportunities, and work with the account team to go beyond the pill to develop a custom ecosystem solution that addresses account needs, improves customer experience, and enhances patient access.

- Develop and execute the business plan with assigned stakeholders, mobilizing available resources, tools and channels, working together with the wider team to develop a proposal or approach beyond medicine that incorporates the needs and interests of the various stakeholders in the private ecosystem.
- Develop and apply customer insights based on a thorough understanding of the healthcare and pharmaceutical marketplace, customer organizations gained from customer interactions, customer needs and networks, as well as of the diverse influences that affect customers' decisions (e.g. peer relationships), in order to provide Novartis stakeholders and colleagues with insights and feedback to meet and exceed customer needs.
- Work with the wider team to develop a proposal or approach beyond medicine that incorporates the needs and interests of the various stakeholders in the private ecosystem.
- Gather insights on customer journey, share with brand for continuous adaptation of engagement strategy.
- Promote and communicate competitively the clinical value and related patient benefits of Novartis products, using deep knowledge of the associated advantages and disadvantages over the existing competitors, presenting how Novartis products fit the broad range of therapeutic options, deploying and using approved Marketing and Sales promotional materials and programs, as well as running direct promotion programs and facilitating pull-through activities, in order to ensure that Novartis products and supporting services are broadly understood and available to more patients and customers.
- Ensure adequate initiatives' development, constantly broadening and applying own knowledge of disease area, current treatment options, and competitors' products in order to provide a good balance between treatment initiations and patients' maintenance.
- Interact with others in a positive and constructive way, being open to diversity and aligned with corporate guidelines, in order to guarantee Novartis has a working environment free from all forms of discrimination and harassment as well as contributing to a positive and inclusive working environment.
- Work within Integrity and Compliance policies and ensure those around him/her do the same, complying with job Excellence Standards in order to contribute to the alignment with Novartis Global procedures and objectives.

#### Additional Specifications

#### Key Performance Indicators (KPIs)

- Ensure the growth in the designated accounts (sales goals, market share and optimal resource utilization)
- Ensure customer satisfaction (index)
- Ensure Business development opportunities
- Ensure development and execution of a custom ecosystem solution

#### Ideal Background

## Education & Qualifications

- University Degree in Science, Pharmaceuticals or Management (preferable)
- Clinical & scientific differentiation (might have +DA).

## Languages

- Local language
- Fluent in English

## Experiences

Substantial business experience in similar role (min. 2 years)

## Technical / Functional Skills & Knowledge

- Analytical and communication skills
- Present performance meeting

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>

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部门

International

Business Unit  
Innovative Medicines

地点  
Portugal

站点  
Sintra

Company / Legal Entity  
PT05 (FCRS = PT005) PT Pharma

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Temporary (Sales) (Fixed Term)

Shift Work  
No

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