

# Commercial Account Manager

Job ID  
REQ-10017366  
Jul 31, 2024  
Australia

## Summary

Are you ready to take your career in sales to the next level? Look no further than Novartis, a globally renowned pharmaceutical company. We are currently seeking a dynamic and experienced individual to join our team as a Portfolio Manager, based in either South Australia or Western Australia. In this commercial role, you will have the opportunity to promote our impressive portfolio of our In Market Brands (IMB).

As a Portfolio Manager at Novartis, your major accountabilities will include driving sales, promotion, and development in designated accounts to reach our commercial goals. You will devise strategic customer development plans and dedicated action plans to ensure we meet our objectives. By analysing market situations and keeping an eye on key competitors, you will stay ahead of the game and guide our initiatives to target specific accounts.

Please note the correct title is Portfolio Manager.

## About the Role

- Contribute to stakeholder mapping and provide accurate data for the Novartis CRM system.
- Organize customer events and programs to showcase our products and build client relationships.
- Develop and train your sales team to deliver outstanding results.
- Responsible for reporting technical complaints, adverse events, and special cases related to Novartis products.
- Strategically distribute marketing samples to drive brand awareness and increase revenue.
- Evaluate success based on sales revenue and growth in designated accounts.
- Manage budgets effectively.
- Seek candidates with sales experience in multinational companies and strong account management skills.
- Fluency in English is required.
- Join a global network of professionals dedicated to improving lives and shaping the future of healthcare.
- Be the driving force behind Novartis' success in South Australia or Western Australia.

## Your Experience:

- Proven track record of success in pharmaceutical sales within multinational companies.
- In-depth understanding of the pharmaceutical industry, including knowledge of products, competitors, and market trends.
- Strong negotiation skills and experience in contract preparation and negotiation.
- Previous experience in key account management, demonstrating the ability to develop and execute

customer development strategies for designated accounts.

- Proficiency in analysing market situations, including competitive intelligence activities, to identify opportunities and guide initiatives.
- Excellent relationship building skills and the ability to build and maintain strong relationships with clients.
- Proven skills in team management, including training and coaching sales teams to achieve outstanding results.
- Experience in managing budgets and effectively utilising resources.

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

Division

International

Business Unit

Innovative Medicines

Location

Australia

Site

Western Australia (WA)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Alternative Location 1

South Australia (SA), Australia

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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