

# Portfolio Account Specialist (Haematology)

Job ID  
REQ-10021245  
Sep 05, 2024  
Australia

## Summary

Join Novartis, a global healthcare and pharmaceutical company dedicated to improving patient lives and making a positive impact on global health. With over 250 years of history, Novartis is a leading industry player that combines advanced medical science and innovative technology to develop and deliver life-changing medicines and healthcare solutions.

We are thrilled about the exciting changes happening at Novartis and we invite you to be a part of it. We are currently seeking a Haematology Portfolio Account Specialist based in Western Australia, responsible for managing accounts in both WA and SA states. In this role, you will strategically manage accounts within your designated territory, cultivate stakeholder relationships, and work towards achieving the objectives of the portfolio.

## About the Role

### Your responsibilities, include but not limited to:

- Driving sales (increasing patient share), promotion and development in designated accounts for the Haematology portfolio with well-defined priorities
- Define, lead, and execute customer and account engagement plans
- Proactive engager with new ways of connecting HCPs to Novartis value (digital solutions, NGE healthcare system partnerships)
- Identify barriers and opportunities to improve systems of care in key accounts to optimise access to Novartis Haematology products for appropriate patients
- Establish and develop long-term relationships with key customers. Acquire a thorough understanding of key customer needs and requirements. Expand the relationships with existing customers by co-creating solutions that meet their needs & objectives.
- Support delivery of key tactics through contributing and leading agile ways of working
- Bring voice of the customer into the cross functional strategic planning
- Lead the preparation of insight-driven strategy for each account including the ID and prioritization of brand focus

### What you'll bring to the role:

- Strategic / Key Account Management
- Orchestration and execution of NGE
- Growth Mindset
- Experience leveraging digital solutions
- Ability to translate key trends in the healthcare environment and disease area into territory specific

opportunities

- Cross-functional leadership and collaboration including project management
- Utilisation of KAM tools (e.g. Veeva KAM)

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

**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>

Division

International

Business Unit

Innovative Medicines

Location

Australia

Site

Western Australia (WA)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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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.

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## **Portfolio Account Specialist (Haematology)**

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## List of links present in page

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2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Western-Australia-WA/Portfolio-Account-Specialist--Haematology-\\_REQ-10021245](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Western-Australia-WA/Portfolio-Account-Specialist--Haematology-_REQ-10021245)
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