

# RLT Strategic Account Manager

Job ID  
REQ-10022593  
Sep 17, 2024  
Australia

## Summary

At Novartis, we understand that helping individuals and their families living with disease goes beyond innovative science. It requires a collaborative network of bright minds, sharing ideas, insights, and perspectives. It takes a collective team, and we believe that people like you can make a significant difference.

We are currently presented with an extraordinary opportunity to revolutionise cancer care through our Radioligand Therapy (RLT). That's why we are actively seeking a Strategic Account Manager to join our team for 6months contract.

As a Strategic Account Manager, you will play a pivotal role in developing, coordinating, and implementing a strategic business plan for RLT centres. This includes engaging with key stakeholders within the centres, such as hospital administration, clinicians, and relevant staff, to educate them on the unique value proposition of RLT. In addition, you will oversee the onboarding and certification process for key staff members within the account, including healthcare professionals, pharmacy personnel, and non-clinical administrators. Managing the day-to-day operations within the site, your responsibility will be to ensure the efficient and effective delivery of RLT to identified patients.

## About the Role

- Build relationships with sites and medical experts for access to RLT.
- Lead site onboarding, training, and optimize treatment process.
- Establish referral chain between treatment and referral centres.
- Collaborate with internal stakeholders to achieve objectives.
- Facilitate contract negotiation for site onboarding.
- Analyse market situation and drive sales and promotion.
- Position Novartis RLTs as preferred treatment option.
- Develop account-level strategy for creating access and partnerships.
- Educate stakeholders and communicate value of RLT.
- Build relationships with key personnel and decision-makers.
- Facilitate educational events with physicians.

- Support development and implementation of marketing materials.

## Your experience:

- Bachelor's degree.
- RLT or Prostate therapy experience preferred.
- Significant experience in specialty pharmaceuticals, biotech, diagnostic, or medical selling.
- Strong customer-focused commercial insight.

**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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<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

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Temporary (Fixed Term)

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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