

# Key Account Manager (Immunology)

Job ID  
REQ-10033603  
Jan 08, 2025  
Hungary

## Summary

Location: Field based.  
Territory: Budapest and surroundings.

The purpose of the role is for achieving sales targets for a specific account(s). Responsible for establishing and implementing a sales/business plan for a designated client base or implementation of a specific sales program to effectively support the patient journey and properly position Novartis and its brands.

This position reports to the Customer Team Lead.

## About the Role

### Your Key Responsibilities:

Your responsibilities include, but not limited to:

- Responsible for driving sales, promotion and development in the designated accounts to reach commercial goals. Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes.
- 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 continuously proposing solutions that meet their needs and objectives.
- Lead the preparation of strategies and individual tactical plans and to give strategic input in terms of analysis, future potential and key programs required for the accounts. Prepare and negotiate contracts, and guide initiatives that the company launches to target particular account.
- Organize customer events and other programs independently or with marketing/medical department, in line with agreed business tactical plans. Contribute to the mapping of stakeholders, including segmentation and profiling and provide accurate and timely data for the Novartis CRM system.
- Responsible for establishing and implementing a sales/business plan for a designated client base.
- May manage a few direct reports. Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt. Distribution of marketing samples (where applicable).

### Essential Requirements:

- Education: Life Sciences Degree.
- Min. 5 years of experience as a KAM from Pharma.
- Proficient Hungarian, both written and spoken. 1/3

- Collaborative.
- Excellent communication skills.

**Desirable Requirements:**

- Immunology therapeutic area knowledge.
- English language.

**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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Division

International

Business Unit

Universal Hierarchy Node

Location

Hungary

Site

Budapest

Company / Legal Entity

HU02 (FCRS = HU002) Novartis Hungary

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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