

Innovative Solutions Partner - Valencia

Job ID
REQ-10041141
fév 20, 2025
Espagne

Résumé

Responsable de la gestión de cuentas clave a nivel local, generalmente administrando un equipo pequeño o administrando cuentas / relaciones específicas. Gestionar la relación comercial y las actividades con cuentas clave con el fin de fomentar y ampliar la relación y obtener los objetivos de ventas. Desarrollar y mantener relaciones con las partes interesadas clave dentro de las cuentas, desarrollando una comprensión profunda de los desafíos de los clientes con respecto a los pacientes e identificando soluciones que mejoren la atención al paciente.

About the Role

Location: Valencia. The supported territory is primarily Valencia & Castellón, with the possibility of extending to other areas of the Valencian Community. #LI-Onsite

Key Responsibilities:

- **Select the most appropriate solution from the solution portfolio**, based on needs identified by the brand marketing teams, the product life cycle (pre-launch, launch, break-even, peak sales, and maturity) and patient journey phase (diagnostic - treatment – adherence), and customer feedback.
- **Customize the solution** to suit the needs of the specific brand team and customer base (primary and specialty care).
- Increase **early patient identification**, optimization, and better referral through close collaboration with Primary Care managers / pathology leads, providing the needed tools and training for better patient management.
- **Support the PJSM** with legal and compliance checks by reviewing contracts from a practical field perspective.
- Implement **digital solutions** aligned with the portfolio strategy.
- Partner and manage relationship with customer, managing day-to-day vendor activities in the field (primary and specialty care).
- Provide input into **development of KPIs**, especially as it relates to feasibility of measurement and optimal collection frequency.
- **Communicate the impact** of the solutions, internal and externally.

Essential Requirements:

- Educational Background: A degree in life sciences, engineering, or similar is required.
- At least 3 years of previous experience with customer facing roles in the primary care and hospital environment.
- Experience in the consultancy industry, oriented to innovation, project management, processes

improvement and beyond-the-pill solutions design.

- Understanding of the healthcare ecosystem and its operational details is essential.
- Experience with innovation in the public sector or primary care/hospital environment, familiar with a strategic approach to improve the patient journey or to provide solutions to speed it up.
- Strong stakeholders' management, deep experience in agile ways of working and project management methodologies.
- Negotiation and persuasion skills, interpretation and efficient communication of complex information, customer experience approach.
- Fluent written and spoken English and Spanish languages.

Benefits and Rewards:

Company Pension Plan, Life and Accidental Insurance, Meals Allowance or Canteen in the office, Flexible working hours. Read our handbook to learn about all the ways we'll help you thrive personally and professionally: [Novartis Life Handbook](#)

Commitment to Diversity and Inclusion / EEO

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

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

Innovative Medicines

Emplacement

Espagne

Site

Valencia

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Functional Area

Ventes

Job Type

Full time

Employment Type

Regular

Shift Work

No

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