

## Portfolio Account Specialist, VIC East

Job ID  
REQ-10075934  
апр 15, 2026  
Австралия

### Сводка

Helping people living with neurological conditions and their families takes more than innovative science. It takes a network of bright minds sharing ideas, insights and perspectives. It takes a team of people like you!

Ready to be part of reimagining medicine? Join us as a Portfolio Account Specialist in our Neuroscience Therapy Area, with a specific focus on Multiple Sclerosis, and see how your achievements can change lives around the world.

We are seeking a Portfolio Account Specialist to join our high-performing Neuroscience team. Reporting to the National Sales Manager, you will be responsible for strategically managing your territory and building meaningful partnerships across the healthcare ecosystem to create value for patients, healthcare professionals and the wider health system. In this role, you will work closely with Neurologists and MS Nurses, bringing a strong external focus and account-based approach to driving impact.

We are looking for someone with strong Key Account Management experience, extensive hospital expertise, and the confidence to navigate complex healthcare environments. You will bring a growth mindset, a willingness to take smart risks, and a highly collaborative approach. This is an exciting opportunity to join a team that values performance, partnership and development, with the support and mentorship of an experienced National Sales Manager.

### About the Role

#### Key Responsibilities:

- Drive sales and promote the Neuroscience portfolio across designated key accounts to achieve commercial objectives.
- Build and execute robust account and territory plans based on customer, market and patient insights.
- Develop strong partnerships with Neurologists, MS Nurses and other key stakeholders across the hospital setting.
- Identify opportunities for growth, remove barriers to access and support improved patient outcomes in MS.
- Develop a deep understanding of the MS treatment landscape, patient journey, competitive dynamics and the broader healthcare environment.
- Lead customer engagement plans and coordinate tailored solutions in partnership with cross-functional teams.
- Prioritise key customers, accounts and activities based on potential, business goals and patient need.
- Plan and facilitate speaker meetings and other engagement activities in line with governance requirements.
- Collaborate closely with agile cross-functional teams to deliver strategic initiatives and customer-focused solutions.
- Maintain accurate and timely records of customer interactions in the CRM system.

#### Your Experience:

- Strong Key Account Management experience within pharmaceuticals.
- Extensive hospital experience, with proven ability to work effectively in complex specialist environments.
- Strong understanding of the healthcare system and ability to navigate account complexity strategically.
- Pharmaceutical sales experience with the ability to interpret and communicate clinical data effectively.
- A growth mindset, strong external focus and willingness to take smart risks to unlock opportunities.
- Strong influencing, negotiation and solution-selling capability.
- Strong prioritisation, resilience and agility in a fast-paced environment.
- Effective time management and the ability to manage multiple priorities successfully.

#### Commitment to Diversity and Inclusion

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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

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General Management  
Место  
Австралия  
Сайт  
Victoria (VIC)  
Company / Legal Entity  
AU04 (FCRS = AU004) AU Pharma Pty Ltd  
Functional Area  
Продажи

Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No

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