

Key Account Manager Radioligand Therapy (Prostate Cancer)

Job ID
REQ-10077025
май 26, 2026
Швейцария

Сводка

Location: German speaking part of Switzerland (Zürich, Basel, Luzern, Bern) #LI-Hybrid

Purpose of the role:

The Key Account Manager leads and drives the account strategy in the German speaking part of Switzerland. He/she understands the account needs & untapped business opportunities while exploring economic & clinical influence to improve healthcare delivery and accelerate patient access.

About the Role

In this role you are responsible for key account management at a local level, managing the business relationship and activities with key accounts and specialists to foster and extend the relationship and obtain the sales targets. You will develop a deep understanding of customer challenges with respect to patients and identifying solutions that enhance patient care.

Your responsibilities include, but are not limited to:

- Drive sales, product promotion and development in the designated accounts and their respective referral networks to achieve agreed sales and broader performance targets for assigned territory
- Develop customer development strategy, dedicated KAM action plans for assigned accounts, aligns on account objectives and executes
- Lead the preparation of strategies and individual tactical plans and gives strategic input in terms of analysis, future potential and key programs required for the accounts
- Analyze market situation including competitive intelligence activities on key accounts and key competitors. Acts as a strategic scientific partner and collaborates with other field matrix colleagues/functions to support healthcare systems strengthening & improve patient access and outcomes
- Takes ownership and accountability in building a high performing team. Foster a culture of openness, accountability and trust.

What you'll bring to the role:

- University degree in business or life sciences
- Full professional proficiency in German and English
- 3+ years' experience as Field Force, as KAM and/or Sales Rep in the pharma industry, ideally in Oncology
- In-depth knowledge of Swiss customer/marketplace, key dynamics and current knowledge of key competitors and their likely strategies within the Therapeutic Area
- Knowledge of the Swiss Healthcare System
- Strong analytical and strategic skills coupled with an entrepreneurial mindset

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here:

<https://www.novartis.com/about/strategy/people-and-culture>

You'll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook: <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity & Inclusion:

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

Hiring decisions are only based on the qualification for the position, regardless of gender, ethnicity, religion, sexual orientation, age and disability.

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you

would like to request this, please let us know in advance as a note on your CV.

Adjustments for Applicants with Disabilities:

The law provides for severely disabled / equal applicants the opportunity to involve the local representative body for disabled employees (SBV) in the application process. If you would like to request this, please let us know in advance as a note on your CV.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

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

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 \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Marketing

Место

Швейцария

Сайт

Rotkreuz (Field-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

Продажи

Job Type

Full time

Employment Type

Regulär

Shift Work

No

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