

Account Manager Prostate

Job ID
REQ-10077173
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Израиль

Сводка

#LI-Hybrid
Location: Israel, field based

This is a highly sales-driven role responsible for delivering strong commercial performance in Prostate Cancer across assigned key accounts and territories. The position focuses on achieving and exceeding sales targets, expanding market share, and maximizing account potential through effective execution and customer engagement. At the same time, the role requires the ability to operate within a complex healthcare ecosystem, integrating across multiple stakeholders and organizational layers, particularly within HMOs to remove barriers and enable sustainable growth.

About the Role

Key Responsibilities

- Drive sales performance and achieve ambitious territory targets across key accounts
- Lead and execute commercial programs and agreements to maximize product uptake and business impact
- Identify, prioritize, and act on high-value sales opportunities within accounts
- Establish and optimize the patient journey to remove access barriers and accelerate treatment initiation
- Build strong, long-term relationships with key customers, including physicians, hospital management, and payer stakeholders
- Navigate complex healthcare structures, particularly HMOs, to unlock access and drive adoption
- Collaborate closely with Marketing, Medical, Finance, and Supply to ensure aligned and effective execution
- Proactively identify risks and opportunities based on market dynamics and customer insights, translating them into actionable sales strategies
- Ensure high-quality execution while working within budget and compliance frameworks

Key Competencies & Expectations

- **Strong sales orientation** – proven ability to deliver results, identify growth opportunities, and convert strategy into measurable sales outcomes
- **Cross-functional and system integration** – ability to connect and align multiple stakeholders and functions across different layers within HMOs and healthcare organizations to drive sales and access
- **Strategic account management** – capability to manage complex accounts by balancing short-term sales goals with long-term growth opportunities
- **Creative, solution-oriented mindset** – ability to think outside the box, challenge existing approaches, and develop innovative solutions that unlock new business opportunities
- **High-intensity execution** – ability to perform in a demanding, fast-paced environment, managing multiple priorities while maintaining high levels of responsiveness and impact
- **Strong ownership and independence** – ability to lead initiatives end-to-end while effectively collaborating with internal and external stakeholders

Requirements

- Academic degree in a scientific or paramedical field
- Experience in the pharmaceutical industry (Sales, Marketing, or Medical), with a strong commercial focus
- Proven track record of achieving and exceeding sales targets
- Demonstrated experience in leading initiatives or projects from planning through execution
- Strong interpersonal and stakeholder management skills
- High level of adaptability, proactivity, and accountability
- High availability and flexibility – the Radioligand Therapy field requires responsiveness, creativity, and operational support beyond standard working hours when needed

About Novartis Israel:

Novartis is a leading pharmaceutical company renowned for its innovation. In Israel, we pioneered the introduction of advanced cell and gene therapies. Our commitment to research and development spans a wide range of therapeutic areas, including oncology, chronic conditions, and rare diseases. We take pride in being a proactive partner, contributing to the advancement of healthcare solutions.

As a global pharmaceutical leader headquartered in Switzerland, Novartis is among the largest pharmaceutical companies in Israel. Our mission is to lead in delivering innovative medicines to patients across the country. We are dedicated to fostering a dynamic work environment that promotes personal development and professional growth.

Commitment To Diversity & Inclusion:

We are 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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International
Business Unit
Marketing
Место
Израиль
Сайт
Israel
Company / Legal Entity
IL04 (FCRS = IL004) Novartis Israel
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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