

Account Management Lead

Job ID
REQ-10080415
Июн. 08, 2026
Таиланд

Сводка

The Account Management Lead drives strategic and operational execution of local, regional, and national access & health care shaping initiatives to secure, optimize, and sustain product access across key accounts. The role builds trusted partnerships with hospitals, payers, regional authorities, wholesalers, and healthcare system stakeholders to maximize access, value, and long-term business sustainability. The Account Management Lead ensures timely formulary inclusion, supports contract negotiations, shapes healthcare pathways, and enables cross-functional coordination to deliver seamless access execution throughout the product lifecycle.

About the Role

Major Accountabilities:

- Build and deepen long-term partnerships and relationships with key national, regional, and territorial accounts.
- Develop and execute account plans to optimize product access and adoption.
- Map stakeholders, monitor competitor dynamics, and update CRM insights.
- Drive influence strategies to support early access schemes and patient pathway initiatives.

- Engage hospital leadership, payers, and healthcare authorities to support access objectives
- Secure formulary inclusion across national, regional, city, and hospital levels to achieve early and broad access.
- Anticipate account needs, market shifts, and access barriers; propose appropriate mitigation actions.
- Prepare markets for early launch by shaping access conditions and supporting reimbursement submissions.
- Lead formulary negotiations, adoption efforts, tender responses, and contract management.
- Protect value by negotiating sustainable pricing and ensuring competitive positioning throughout the product lifecycle.
- Ensure strong cross-functional alignment and timely execution of account plans.
- Coordinate field teams and internal experts to deliver on access priorities and KPIs.
- Develop insight-driven account plans and track performance (e.g., hospital listings).
- Drive supply and inventory coordination with wholesalers/distributors as relevant for the market
- Provide ongoing updates to key internal stakeholders based on market insights.

Minimum Requirements:

Work Experience:

- Strong customer orientation
- Strong cross functional leadership
- Significant account management experience

Skills:

- Accountability
- Key Account Management
- Commercial Excellence
- Competitive Intelligence
- Complexity Management
- Compliance
- Customer Relationship Management
- Customer Engagement
- Professional Ethics
- Health Care Industry
- Integrated Marketing
- Market Development
- Cross-Functional Collaboration Leadership
- Problem Solving Techniques
- Strategic Leadership
- Value Propositions

Languages:

- English and Local 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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Дивизион

International

Business Unit

Marketing

Место

Таиланд

Сайт

Bangkok

Company / Legal Entity

TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular

Shift Work

No

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