

Account Manager - Oncology

Job ID
REQ-10087027
сен 06, 2026
Австралия

Сводка

We are seeking an experienced and highly credible Key Account Manager, Prostate Cancer to drive the adoption, utilisation, and referral momentum for our activated or near-activated Radioligand Therapy centres.

This is not a traditional portfolio sales role. This Account Manager will operate at the intersection of clinical pathway execution, multidisciplinary team engagement, and operational pull-through, working across oncology, nuclear medicine, radiation oncology, and wider prostate cancer care teams.

Once system access and site frameworks have been established by the RLT Access and Activation Lead, this role will focus on ensuring Radioligand Therapy is embedded into routine clinical practice for eligible prostate cancer patients, regardless of clinical setting.

Success in this position will require strong scientific credibility, excellent stakeholder engagement, pathway optimisation capability, and the ability to identify and resolve practical barriers that may impact referral and treatment flow.

About the Role

Field Execution and Clinical Engagement:

- Execute approved account strategies within assigned centres and referral networks.
- Build trusted relationships with medical oncologists, nuclear medicine physicians, radiation oncologists, MDT coordinators, specialist nurses, and other key stakeholders.
- Deliver high-quality, compliant scientific and clinical education focused on patient identification, referral sequencing, and treatment flow.
- Support clinical confidence and conviction in the appropriate use of RLT within prostate cancer pathways.

Referral Pathway and MDT Optimisation:

- Support optimisation of referral pathways and MDT decision-making for eligible RLT patients.
- Reinforce appropriate patient identification in line with clinical guidelines and local site protocols.
- Help centres embed RLT into routine genitourinary MDT discussions and prostate cancer treatment planning.
- Identify opportunities to improve referral consistency and reduce pathway friction.

Treatment Pull-Through and Operational Support:

- Monitor patient flow from referral through to treatment, identifying practical barriers that may affect utilisation.
- Work closely with site operational teams to support scheduling predictability and treatment readiness.
- Provide practical support to ensure eligible patients can move efficiently through the treatment pathway.
- Escalate system-level, capacity, or access-related issues to the RLT Access and Activation Lead where appropriate.

Partnership with the RLT Team:

- Actively support the site strategy and priorities established by the RLT Access and Activation Lead.
- Provide real-time field insights on clinician engagement, referral challenges, operational barriers, and account opportunities.
- Work cross-functionally to ensure aligned messaging, coordinated execution, and a single, consistent face to the customer.
- Collaborate closely with medical, access, operations, and commercial colleagues to support successful RLT implementation.

Compliance and Integrity:

- Operate in full compliance with all regulatory, ethical, safety, and company standards.
- Ensure all interactions are appropriate, balanced, and aligned with approved materials and guidance.
- Represent the organisation with professionalism, credibility, and integrity at all times.

About You

The ideal candidate will bring a strong track record in specialist healthcare engagement, preferably within oncology, nuclear medicine, radiopharmaceuticals, or complex hospital pathways. You will be comfortable working with senior clinical stakeholders and multidisciplinary teams, and you will understand how to translate clinical strategy into practical pathway execution.

You will be:

- Scientifically credible, with the ability to engage confidently in complex clinical discussions.
- Experienced in oncology, specialist care, or high-science hospital environments.
- Skilled at account planning, stakeholder mapping, and pathway optimisation.
- Comfortable working across multiple clinical and operational stakeholders.
- Strong at identifying barriers and developing practical, compliant solutions.

- Collaborative, insight-driven, and highly aligned with cross-functional teams.
- Committed to ethical, compliant, and patient-focused ways of working.

Why Join Us?

This is a unique opportunity to play a critical role in shaping the integration of Radioligand Therapy into prostate cancer care. You will help ensure that eligible patients can be identified, referred, and treated through effective clinical pathways, while partnering with expert teams across oncology, nuclear medicine, and multidisciplinary care.

If you are motivated by science, pathway transformation, and improving outcomes for patients with prostate cancer, we would welcome your application.

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
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Место
Австралия
Сайт
New South Wales (NSW)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Alternative Location 1
Victoria (VIC), Австралия
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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List of links present in page

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