NOVARTIS

Portfolio Account Specialist, Oncology - Part-Time

Job ID
REQ-10091201
Ноя. 08, 2026
Австралия

Сводка

This is an opportunity for an experienced Account Manager with oncology experience to join a high-performing team that is passionate about improving patient outcomes. In this newly created role, you will work closely with medical oncologists and other healthcare professionals, building trusted relationships and delivering value for customers and breast cancer patients.

Reporting to the Area Manager, you will be a key driver of customer engagement and sales performance, acting as the face of our customer experience approach.

As an Account Manager in our Oncology team, you will be responsible for building deep customer relationships, understanding the healthcare environment, and supporting meaningful engagement with healthcare professionals. You will use customer insights, data, and available channels to deliver personalised and impactful interactions that support business growth and better patient outcomes.

About the Role

- Drive competitive sales growth within your territory.
- Build and maintain strong relationships with targeted healthcare professionals, particularly medical oncologists.
- Personalise and coordinate customer engagement plans based on customer needs, preferences, and available data.
- Partner with healthcare professionals to develop sustained, value-adding collaboration over time.
- Deliver memorable, customer-centric experiences that go beyond clinical differentiation.
- Understand customer needs, patient pathways, and the broader healthcare environment.
- Use available data sources to prioritise and adapt territory, account, and customer interaction plans.
- Share customer insights with relevant internal stakeholders to support the development of content, campaigns, and engagement plans.
- Work compliantly with cross-functional teams to help address unmet customer and patient needs.
- Act with integrity, transparency, and respect in all customer and colleague interactions.
- Uphold the Novartis Code of Ethics, Values, and Behaviours.

About you

We are looking for an experienced oncology sales professional who is passionate about making a difference for patients. You will bring strong customer engagement skills, commercial drive, and the ability to build meaningful relationships with healthcare professionals.

You will ideally have:

- Previous experience in oncology, ideally working with medical oncologists.
- Strong key account management or specialist sales experience.
- A passion for improving patient outcomes.
- A customer-centric mindset and strong relationship-building skills.
- The ability to use insights and data to inform territory and account planning.
- Strong collaboration skills and experience working with cross-functional teams.
- A high level of integrity, professionalism, and commitment to ethical conduct.
- Resilience, curiosity, and the drive to keep pushing for the right outcomes for patients.

Why join us?

This is a unique opportunity to be part of a newly created Oncology team and contribute to an important area of patient care. You will play a key role in shaping customer engagement, building trusted partnerships, and supporting access to innovative treatment options for patients with breast cancer.

If you are an experienced oncology professional who is passionate, driven, and committed to making a meaningful impact, we would love to hear from you.

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
General Management

Место
Австралия
Сайт
South Australia (SA)
Company / Legal Entity
AU04 (FCRS = AU004) Novartis Pharmaceuticals Australia Pty Ltd
Functional Area
Продажи
Job Type
Part time
Employment Type
Regular (Sales)
Shift Work
No

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