

Director, Key Account Management – CGT

Job ID
REQ-10062912

11月 12, 2025

USA

摘要

The Director of Key Account Management (KAM) - Cell and Gene Therapy (CGT) is a senior leadership role responsible for driving strategic growth and executive-level client partnerships within the Cell & Gene Therapy (CGT) business segment. This position shapes the long-term success of Novartis CDMO by positioning the organization as a trusted advisor across development, manufacturing, and commercialization stages, ensuring a differentiated, value-driven client experience.

About the Role

Location: Morris Plains, NJ

Candidates should reside within commuting distance and be open to periodic domestic and international travel.

Reporting Structure

Direct Reports: Key Account Managers

This role reports into senior commercial leadership and collaborates closely with technical, operational, and executive teams.

Key Responsibilities

- **Enterprise Account Strategy & Leadership**
Define and execute a global KAM strategy for CGT, serving as the senior point of contact for C-suite and decision-makers at client organizations.
- **Executive Client Engagement & Governance**
Build strategic partnerships with senior stakeholders, lead joint governance forums, and anticipate evolving client needs to ensure long-term alignment.
- **Scientific & Business Integration**
Translate complex technical discussions into actionable business strategies, ensuring delivery excellence and fostering innovation.
- **Growth & Value Creation**
Drive revenue expansion through strategic upselling and cross-selling, influence pricing and contracting strategies, and identify new business opportunities.
- **Performance Oversight & Reporting**
Monitor account performance, lead executive reviews, and provide strategic insights to senior leadership.

Qualifications

- **Experience**
 - Minimum 7+ years in Key Account, Large Account or Strategic Account Management roles within biopharma/CDMO.
 - At least 3 years in cell & gene therapy or advanced biologics.
- **Education**
Bachelor's degree in life sciences, biotechnology, or related field (advanced degree preferred).

Core Competencies

- Proven ability to influence at the executive level and drive strategic decisions.
- Deep understanding of CGT technologies and market dynamics.
- Exceptional leadership, negotiation, and relationship-building skills.
- Strong business acumen with a track record of delivering growth.
- High emotional intelligence, resilience, and problem-solving mindset.

Key Performance Indicators

- Revenue growth and margin expansion across CGT accounts.
- Executive-level client satisfaction and retention.

- Successful delivery of critical milestones and governance commitments.
- Development and engagement of high-performing KAM teams.

Languages

English (additional languages a plus).

Novartis Compensation and Benefit Summary:

The salary for this position is expected to range between \$194,600 and \$361,400/year. The final salary offered is determined based on factors like, but not limited to, relevant skills and experience, and upon

joining Novartis will be reviewed periodically. Novartis may change the published salary range based on company and market factors. Your compensation will include a performance-based cash incentive and, depending on the level of the role, eligibility to be considered for annual equity awards.

US-based eligible employees will receive a comprehensive benefits package that includes health, life and disability benefits, a 401(k) with company contribution and match, and a variety of other benefits. In addition, employees are eligible for a generous time off package including vacation, personal days, holidays and other leaves.

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: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

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Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门

Operations

Business Unit

Production / Manufacturing

地点

USA

状态

Remote, US

站点

Remote Position (USA)

Company / Legal Entity

U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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