

# Portfolio Account Specialist

| Job ID      |   |
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| REQ-1006357 | 3 |

11月 13, 2025

Australia

# 摘要

Portfolio Account Specialist - WA East

## About the Role

Portfolio Account Specialist - SA South & WA East

Drive the success of a market shaping cardiovascular therapy by engaging the broader healthcare ecosystem to deliver impact for patients and providers.

Who you'll call on:

- Cardiologists
- Nephrologists

- General Medicine Consultants
- Endocrinologists
- Other influencers across hospitals, clinics, and integrated care networks

#### Core focus:

- Lead the continued launch and uptake of our innovative cardiovascular therapy
- Build and execute account plans that align clinical, operational, and funding pathways
- · Identify decision makers and influencers; map referral patterns and treatment pathways
- Orchestrate multi channel engagement to drive appropriate adoption and persistence

#### What you'll do:

#### **Account Management**

- Prioritise high value accounts and stakeholders using data and insights
- Coordinate cross functional support to remove barriers and enable access
- Develop long term partnerships that improve the patient journey

#### Engage with purpose

- Conduct value based interactions tailored to each specialty
- Provide timely resources aligned to local guidelines and care pathways
- · Capture and act on feedback to refine plans and deliver practical, compliant solutions
- Insights to action
- Continuously refine territory, account, and call plans based on performance and insights
- Share field insights to inform content, campaigns, and future indications across the pipeline

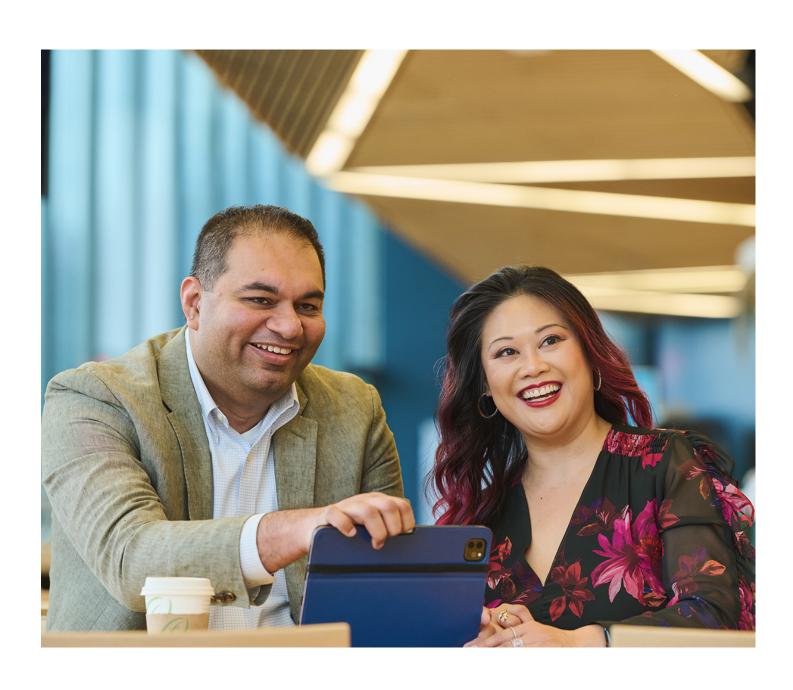
#### How you'll show up:

- With an innovative and curious mindset to grow your business
- Operate with integrity, transparency and compliance in accordance with Medicines Australia code of conduct
- Live our Code of Ethics and Values in every interaction

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? <a href="https://www.novartis.com/about/strategy/people-and-culture">https://www.novartis.com/about/strategy/people-and-culture</a>

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

| 部门<br>US   |
|--|
| Business Unit<br>Sales   |
| 地点<br>Australia  |
| 站点<br>Western Australia (WA)   |
| Company / Legal Entity<br>AU04 (FCRS = AU004) AU Pharma Pty Ltd  |
| Functional Area<br>Sales   |
| Job Type<br>Full time  |
| Employment Type<br>Regular   |
| Shift Work<br>No   |
| Apply to Job   |
| Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve. |



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## Portfolio Account Specialist

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