

## Key Account Manager (f/m/d), TA: RLT Radioligand Therapies

Job ID  
REQ-10065622

11月 06, 2025

Austria

### 摘要

#LI-Hybrid

Location: Vienna, Austria

As a Key Account Manager (KAM) in the innovative field of Radioligand Therapies (RLT), you will be at the forefront of advancing prostate cancer care. You ' ll join a passionate team, drive impactful account strategies, and build strong partnerships with leading experts in Nuclear Medicine, Oncology, and Urology. Your work will directly contribute to better patient outcomes and the growth of RLT in Austria

### About the Role

Your responsibilities include, but are not limited to:

- Achieve ambitious sales and growth targets for RLT products within your assigned accounts.
- Develop and execute tailored account strategies and action plans, collaborating closely with

cross-functional teams to ensure alignment and success.

- Provide strategic insights and recommendations based on in-depth analysis of account potential, market trends, and competitor activities.
- Support the implementation of contracts and key initiatives for target accounts.
- Build and maintain trusted relationships with multidisciplinary teams, including Nuclear Medicine, Oncology, and Urology professionals.
- Organize and deliver impactful events and educational programs, independently or in partnership with marketing and medical colleagues.
- Map and segment key stakeholders, ensuring accurate and timely data entry in the Novartis CRM system.
- Act as a champion for Novartis' values, fostering a culture of collaboration, innovation, and continuous improvement.

## What you 'll bring to the role:

- Medical or scientific background and/or PharmareferentInnenprüfung.
- Collaborative mindset and team spirit are absolutely essential
- Strong knowledge of the Austrian healthcare system and the oncology landscape (Experience in radiopharmaceuticals and/or prostate cancer is an asset).
- Experience in Key Account Management and/or sales, ideally in specialty care or oncology.
- Demonstrated ability to deliver outstanding results and build lasting customer relationships.
- High resilience, self-motivation, and a proactive, solution-oriented mindset.
- Excellent communication, negotiation, and analytical skills.
- Fluent in German and English.

## You 'll receive:

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, learning and development options as well as worldwide

career opportunities within the Novartis group. In accordance with Austrian law, we are obliged to disclose the minimum salary. For this position the minimum salary is € 67.700/year (on a full-time basis). The actual salary will be higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications, and individual competencies.

## Commitment to Diversity and Inclusion / EEO paragraph

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

## Accessibility and Accommodation:

Accessibility and accommodation If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to [disabilities.austria@novartis.com](mailto:disabilities.austria@novartis.com) and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

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>

部门

International

Business Unit

Development

地点

Austria

站点

Vienna

Company / Legal Entity

AT06 (FCRS = AT006) Novartis Pharma GmbH

Functional Area

Sales

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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## Adjustments for Applicants with Disabilities

If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to [disabilities.austria@novartis.com](mailto:disabilities.austria@novartis.com) and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

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