

Country Promotion Manager Solid&Hema Therapeutic Area | Hematology | Warsaw

Job ID
REQ-10067291

11月 28, 2025

Poland

摘要

#LI - Hybrid

Location: Warsaw | Poland

Relocation Support: Novartis is unable to offer relocation support: please only apply if accessible.

Step into a role where your strategic leadership directly shapes patient outcomes. As Country Promotion Manager for the Solid Tumors Area, you ' ll be at the forefront of transforming key account relationships into meaningful healthcare solutions. By understanding the challenges faced by providers and patients alike, you ' ll drive initiatives that improve access, elevate care standards, and make a real difference in people ' s lives.

About the Role

Key Responsibilities

- Drive sales, promotion, and development in designated accounts to achieve commercial goals
- Develop and execute tailored key account strategies and action plans
- Lead contract negotiations and support targeted initiatives for strategic accounts
- Analyze market trends and competitor activity to inform account planning
- Organize customer events and programs aligned with business objectives
- Ensure timely and accurate CRM data entry and stakeholder mapping
- Coach and support sales team development through training and performance guidance

Essential Requirements

- Proven experience in key account management within the healthcare or pharmaceutical industry
- Demonstrated success in driving sales and revenue growth in complex account environments
- Strong understanding of clinical trial design, data interpretation, and reporting
- Excellent communication and stakeholder engagement skills across cross-functional teams
- Proficiency in CRM systems and data-driven decision-making
- Fluency in English, both written and spoken

Desirable Requirements

- Previous experience in a similar position will be an advantage
- Experience managing or mentoring sales teams in a matrixed, cross-functional environment
- Familiarity with solid tumor or hematology therapeutic areas

Commitment to Diversity and Inclusion:

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

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
Sales

地点
Poland

站点
Warsaw

Company / Legal Entity
PL03 (FCRS = PL003) Novartis Poland Sp. z o.o.

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

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