

# 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

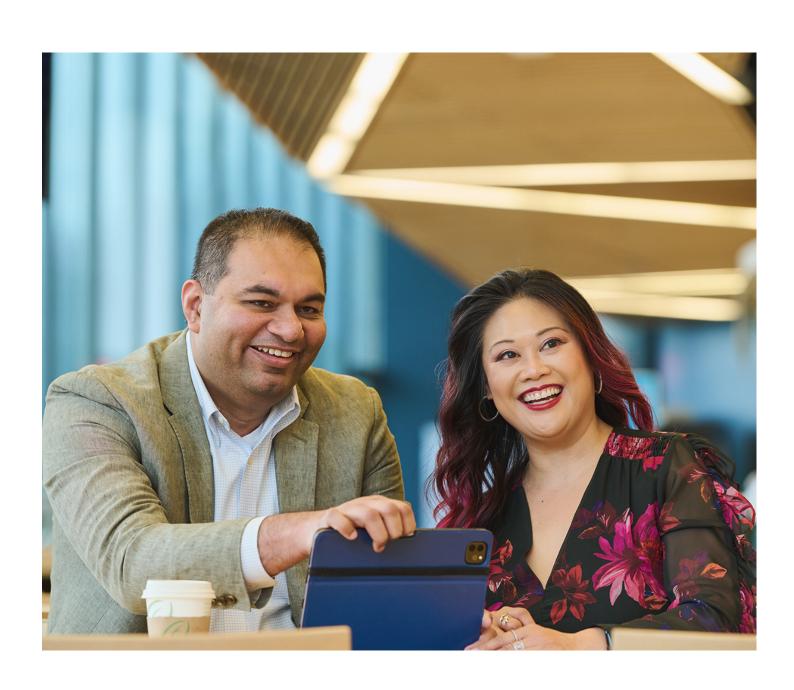
### Commitment to Diversity and Inclusion:

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? <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 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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