

Strategic Account Manager

Job ID
REQ-10068400

12月 11, 2025

India

摘要

As a Strategic Account Manager, you will lead engagement and business growth for RLT within key hospital accounts. This role goes beyond traditional sales - it requires strategic account leadership, building partnerships across multiple stakeholders such as healthcare professionals (HCPs), administrators, procurement teams, and technologists.

You will lead the introduction of innovative therapies, shape disease management with multidisciplinary teams, ensure operational readiness for RLT programs and drive sustainable relationships that deliver long-term value for both Novartis and our customers.

About the Role

Position Title: Strategic Account Manager - Radioligand Therapies(RLT)

Location: Delhi

Key Responsibilities:

- Develop and execute strategic account plans for hospitals with nuclear medicine capabilities; align on account objectives and implement dedicated action plans.
- Drive adoption of RLT through value-based discussions, referral network development, and stakeholder engagement across clinical, operational, and administrative functions.
- Negotiate contracts, guide key account initiatives, and provide strategic input on growth opportunities and programs.
- Analyze market dynamics, including competitive intelligence; share insights and identify regional opportunities for performance improvement.
- Drive several initiatives and educational programs independently or in collaboration with marketing/medical teams, aligned with tactical plans.
- Demonstrate deep understanding of radioligand therapy mechanisms, disease pathways, and clinical data, and clearly interpret complex scientific information to support evidence-based discussions and decision-making with multidisciplinary stakeholders.
- Contribute to stakeholder mapping, segmentation, and profiling; ensure accurate and timely data entry in Novartis CRM systems.
- Collaborate cross-functionally with marketing, market access, supply chain, and other teams to deliver annual business plans and operational readiness.
- Reporting of technical complaints/adverse events/special case scenarios
- Sales revenue and growth for Radioligand Therapies in designated accounts.
- Achievement of account objectives and operational readiness for RLT programs.
- Customer engagement metrics and quality of stakeholder relationships.
- Compliance with reporting timelines and CRM data accuracy.

Role Requirements

Work Experience:

- 8-10 years in oncology and/or medical devices, preferably in multinational pharmaceutical companies.
- Proven experience in strategic account management and cross-functional collaboration.
- Strong understanding of MNC culture, compliance, and governance.
- Bachelor's degree in pharmacy or related field.

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

India

站点

Maharashtra

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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

Accessibility and accommodation

Novartis is 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 recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.india@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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