

Strateški vodja ključnih strank / Strategic Account Manager

Job ID
REQ-10084319

8月 05, 2026

Slovenia

摘要

#LI-Hybrid

To delovno mesto se nahaja v Sloveniji. Novartis ne nudi podpore pri preselitvi, zato vas prosimo, da se prijavite le, če vam je lokacija dostopna.
Ste pripravljeni resnično vplivati na življenje bolnikov?

Trenutno imamo 2 strateške vodje ključnih kupcev (Strategic Account Manager), ki se bosta pridružil ali našli ekipo in pomagala pospešiti dostop bolnikov do zdravljenja ter izboljšati njihovo izkušnjo z uporabo Novartisovih ključnih zdravil ter prihajajočih novih zdravil. Na tem delovnem mestu bosta vzpostavljali strateška partnerstva s ključnimi deležniki v zdravstvu, pripravljali in izvajali načrte sodelovanja ter vodili aktivnosti za optimizacijo bolnikove poti. Z uporabo poglobljenega razumevanja potreb kupcev, tržnih vpogledov in odločanj na podlagi podatkov boste prepoznavali priložnosti za izboljšanje dostopa do inovativnih terapij ter zagotavljali izjemno uporabniško izkušnjo. To je odlična priložnost, da prispevate k boljšim zdravstvenim izidom, ustvarjate dodano vrednost za bolnike in zdravstvene delavce ter podprete Novartisovo poslanstvo nenehnega razvoja medicine. Delovno mesto poroča vodji terapevtskega področja za Slovenijo.

This role is based in Slovenia. Novartis is unable to offer relocation support: please only apply if accessible.

Ready to make a real difference in patients' lives?

We are currently looking for 2 Strategic Account Managers to join our team and help accelerate time to treatment while enhancing the patient experience for our priority brands and upcoming launches. In this role, you will build strategic partnerships with key healthcare accounts, develop and execute tailored engagement plans, and implement impactful business programs that support optimized patient journeys. Leveraging deep customer understanding, market insights, and data-driven decision-making, you will identify opportunities to improve access to innovative therapies and deliver exceptional customer experiences. This is an exciting opportunity to shape healthcare outcomes, create meaningful value for patients and healthcare professionals, and contribute to Novartis' mission to reimagine medicine.

The position reports to the Therapeutic Area Head of Slovenia.

About the Role

Ključne odgovornosti:

- Vzpostavljanje in krepitev dolgoročnih partnerstev s ključnimi zdravstvenimi ustanovami in deležniki.
- Oblikovanje prioritet za ključne kupce ter izvajanje strategij sodelovanja za doseganje poslovnih ciljev in pozitivnih izidov za bolnike.
- Prepoznavanje priložnosti za optimizacijo bolnikove poti in izboljšanje dostopa do inovativnih terapij.
- Aktivno sodelovanje z deležniki za krepitev položaja blagovnih znamk in razvoj rešitev, usmerjenih v potrebe bolnikov.
- Izvajanje aktivnosti za strokovno javnost prek osebnih srečanj in digitalnih kanalov.
- Sodelovanje v multifunkcijskem timu pri pripravi in izvedbi več kanalnih načrtov sodelovanja deležnikov v zdravstvu
- Priprava in uporaba tržnih vpogledov, podatkov o kupcih in konkurenčnih analiz za podporo strateških odločitev.

Zahtevane kvalifikacije:

- Univerzitetna izobrazba s področja farmacije, medicine, veterine ali primerljiva izobrazba 2. stopnje, ki vključuje znanja o delovanju človeškega ali živalskega organizma in dodatna znanja s področja zdravil.

- Najmanj 2 leti izkušenj na terenskem komercialnem delovnem mestu v farmacevtski industriji (npr. medicinski predstavnik, produktni specialist, vodja ključnih kupcev ipd.).
- Izkušnje pri vzpostavljanju uspešnih in dolgoročnih partnerstev deležnikov v zdravstvu
- Aktivno znanje slovenskega in angleškega jezika, ustno in pisno.
- Sposobnost analiziranja potreb kupcev ter pretvarjanja vpogledov v učinkovite poslovne aktivnosti.
- Izrazite sposobnosti sodelovanja in učinkovitega dela z različnimi skupinami deležnikov.

Key Responsibilities:

- Build and strengthen long-term partnerships with key healthcare accounts and stakeholders.
- Drive account prioritization and engagement strategies to achieve business and patient impact goals.
- Identify opportunities to optimize patient journeys and improve access to innovative therapies.
- Influence stakeholder engagement to enhance brand positioning and advance patient-focused healthcare solutions.
- Deliver impactful customer engagement activities through in-person and digital channels.
- Collaborate cross-functionally to develop and execute omnichannel customer engagement plans.
- Leverage market insights, customer data, and competitive intelligence to inform strategic decisions.

Essential Requirements:

- University degree in Pharmacy, Medicine, Veterinary Biosciences, or a Natural Sciences.
- Min. 2 years of experience in a field-based pharmaceutical commercial role (eg.: medical representative / product specialist, key account manager, etc.)
- Experience in building effective and long-term customer partnerships.
- Proficient Slovenian and English, both written and spoken.
- Ability to analyze customer needs and translate insights into impactful business actions.
- Strong collaboration skills with the ability to work effectively across diverse stakeholder groups.

At Novartis, we 're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role:

- Slovenia: 49,420.00 - 91,780.00 EUR

The salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

In addition to base salary, you will also be eligible for: Field Incentive, flexible working schedule, tailored to your needs, possibility to work from home, Pension scheme, possibility of joining collective health insurance scheme, Employee Recognition Scheme, Expanded program for the promotion of health in the field of physical and mental well-being and managing workload (Well-being), Unlimited learning and development opportunities, employment at Family Friendly Enterprise.

Read our [brochure](#) to learn more about our global total rewards offering: <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

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: Learn about all the ways we ' ll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

Primary location salary range
€ 49,420.00 - € 91,780.00

部门
International

Business Unit
Marketing

地点
Slovenia

站点
Ljubljana

Company / Legal Entity
SIA0 (FCRS = CH024) Novartis Pharma Services

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
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false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
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(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

// Ensure the global player registry array always exists, regardless of embed type.

```
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =  
_thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // _thumbnailEmbed() returns a  
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to  
capture the player directly. thumbEmbedPromise .then(function(player) {  
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataLayer.js that a new player is ready so  
it can // attach custom event listeners immediately, regardless of when // the user clicked the  
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {  
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {  
console.error(e.message) }
```

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 diversity.inclusionslo@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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6. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ljubljana/Strateki-vodja-kljunih-strank---Strategic-Account-ManagerREQ-10084319-1>
7. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Ljubljana/Strateki-vodja-kljunih-strank---Strategic-Account-ManagerREQ-10084319-1>