

# KAM RLT - W.Midlands/ Thames Valley/ East of England

Job ID

REQ-10044793

Mar 24, 2025

United Kingdom

## Summary

Novartis is looking for a driven key account manager with a passion for selling to lead two of their strategic Radioligand Therapy brands for the company in the Solid Tumours business unit. You will play an important part of the success of a team that has already changed lives of many people in the UK. This is the ideal job for someone who is hungry for success, with groundbreaking treatments and to be rewarded for this. To further develop their career at this exciting time at Novartis. This is a sales role responsible for achieving sales targets by promoting and selling. We are open to different levels of experience and the role may be titled Senior KAM depending on experience.

## About the Role

### Location:

This position will cover the West Midlands/ Thames Valley/ East of England (North) territory.

- **Birmingham/ Derby /Coventry /Oxford/ Cambridge/ Norfolk Hospital & referring trusts**

Please note this role requires the successful candidate to live on the territory and have the right to work in the UK. Visa or relocation support are not available for this role.

### Key responsibilities:

- Develop business plans for the products, customers and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Develop and apply an understanding of customer organizations and networks and of diverse influences that affect customer decisions
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key Account/Hospital network support, including referral networks
- Gain a deep understanding in the RLT specialist area, customer networks and products
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various communication channels
- Deploy and uses Marketing and Sales promotional materials and programs; coordinate direct promotion programs and facilitates pull-through activities
- Present highly technical portfolios to customer audiences
- Develop deep specialist product and disease state knowledge in the specific therapeutic area and

leverage this to build professional customer relationships and support sound clinical discussions

- Integrate customer-facing activities with cross-functional teams (e.g. Medical Affairs, Market Access) to achieve sales targets.
- Ensure customer satisfaction and best in class customer relationship

#### **Requirements:**

- Experience working in the hospital environment in a secondary care sales role
- UK/NHS experience is essential
- Commercial and sales aptitude with a desire to drive for results
- Strong communication and selling skills
- Engaging customer centric approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working
- An existing network of contacts and relationships from the territory would be advantageous as would previous private healthcare knowledge and experience
- Full UK driving license

#### **Commitment to Diversity & Inclusion:**

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

#### **Why Novartis?**

Our purpose is to reimagine medicine to improve and extend people's lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

#### **You'll receive:**

Competitive salary, Annual bonus, Pension scheme, Share scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities

#### **Join our Novartis Network:**

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

#### **Skills Desired**

Account Management, Commercial Excellence, Communication, Compliance, Conflict Management, Cross-Functional Work, Customer Insights, Ethics, Healthcare Industry, Influencing Skills, Negotiation, Sales, Technical Skills

#### **Languages :**

- English.

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:  
<https://talentnetwork.novartis.com/network>

**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>

Division  
International  
Business Unit  
Universal Hierarchy Node  
Location  
United Kingdom  
Site  
Field Force (England / Wales)  
Company / Legal Entity  
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.  
Functional Area  
Sales  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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## List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/about/strategy/people-and-culture>
4. <https://talentnetwork.novartis.com/network>
5. <https://www.novartis.com/careers/benefits-rewards>
6. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/KAM-RLT---WMidlands--Thames-Valley--East-of-England\\_REQ-10044793-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/KAM-RLT---WMidlands--Thames-Valley--East-of-England_REQ-10044793-1)
7. [https://novartis.wd3.myworkdayjobs.com/en-US/Novartis\\_Careers/job/Field-Force-England--Wales/KAM-RLT---WMidlands--Thames-Valley--East-of-England\\_REQ-10044793-1](https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Field-Force-England--Wales/KAM-RLT---WMidlands--Thames-Valley--East-of-England_REQ-10044793-1)