

Institutional Key Account Manager

Job ID
REQ-10052953
May 22, 2025
Colombia

Summary

Responsable de la gestión de cuentas clave a nivel local, generalmente administrando un equipo pequeño o administrando cuentas / relaciones específicas. Gestionar la relación comercial y las actividades con cuentas clave con el fin de fomentar y ampliar la relación y obtener los objetivos de ventas. Desarrollar y mantener relaciones con las partes interesadas clave dentro de las cuentas, desarrollando una comprensión profunda de los desafíos de los clientes con respecto a los pacientes e identificando soluciones que mejoren la atención al paciente.

About the Role

Key Responsibilities

- Design and execute value-driven strategies to maximize patient access to Novartis products.
- Identify opportunities within the healthcare ecosystem to integrate Novartis' portfolio.
- Collaborate with cross-functional teams to develop tailored programs aligned with brand strategies.
- Facilitate integration between payers and providers to address shared healthcare needs.
- Implement strategic plans and coordinate priorities with Value Proposition Leaders and brand teams.
- Map patient journeys and healthcare networks to inform access strategies.
- Build strong relationships with key stakeholders to ensure product availability and enhance patient experience.
- Develop and manage account plans to support ecosystem and key account development.
- Monitor project progress using strategic platforms and ensure KPI achievement.
- Contribute to new commercial model development and ensure compliance with company policies.

Essential Requirements

- Proven experience in institutional account management within the healthcare or pharmaceutical industry.
- Strong understanding of the Colombian healthcare system, including insurers and healthcare providers.
- Demonstrated ability to develop and execute strategic access plans.
- Skilled in building and managing relationships with key stakeholders and decision-makers.
- Experience working in cross-functional teams to deliver integrated solutions.
- Ability to analyze market dynamics and identify access opportunities.
- Excellent communication and negotiation skills.
- Strong organizational and project management capabilities.

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>

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Division

International

Business Unit

Innovative Medicines

Location

Colombia

Site

Bogota (Pharmaceuticals / GDD / NTO / CTS)

Company / Legal Entity

CO01 (FCRS = CO001) Novartis de Colombia S.A

Alternative Location 1

Bogota (Oncology) / Cali (Pharmaceuticals), Colombia

Functional Area

Sales

Job Type

Full time

Employment Type

Regular

Shift Work

No

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