

# Community Account Manager - 12 months - NE England

Job ID

REQ-10014815

Sep 05, 2024

Vereinigtes Königreich

## Summary

This 12 month role offers the opportunity to join a high performing team at the early phase of a brand launch working in the Cardiovascular Disease Area (CVD). The role covers Northeast England mainly Newcastle & Gateshead, Durham, South Tyneside & Sunderland.

We are seeking experienced sales professionals responsible for achieving sales targets and promoting the products to medical practitioners and allied health care professionals.

## About the Role

### KPIs:

- Achievement of sales revenue and market share targets vs plan.
- Responsible for budget allocated to cover customer activities
- Customer Satisfaction and Customer relationship building
- Maintenance of Key Accounts
- Sales Planning and Reporting

### Your responsibilities:

- Developing business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Providing Key account support, market access support, including referral networks
- 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
- Ensure customer satisfaction and best in class customer relationship
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives.
- Provide input into effective use of promotional funds and territory sales forecasting.

### Integrity & Compliance: :

- Work within Integrity & Compliance policies and all company policies and ensures those around you do the same.

- Ensure a diverse and inclusive environment free from all forms of discrimination and harassment.

### **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.

Role Requirements:

What you'll bring to the role:

- Pharmaceutical sales experience of working in the North East England (ideally Sunderland, South Tyneside & Teeside)
- Specialist sales knowledge in Cardiovascular Disease Area
- Established Network to target Customer Group is desirable - UK experience is essential

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

Competitive salary, Sales incentive bonuses, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

### **Why consider Novartis?**

743 million. That's how many lives our products touched in 2022. And while we're proud of that fact, in this world of digital and technological transformation, we must also ask ourselves this: how can we continue to improve and extend even more people's lives?

We believe the answers are found when curious, courageous and collaborative people like you are brought together in an inspiring environment. Where you're given opportunities to explore the power of digital and data. Where you're empowered to risk failure by taking smart risks, and where you're surrounded by people who share your determination to tackle the world's toughest medical challenges.

### **Imagine what you could do at Novartis!**

### **For the Ninth consecutive year, Novartis been certified a 'Top Employer' in the UK (2014-2022)!**

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>

**We are Novartis. Join us and help reimagine medicine.**

**#LI-NOV = Novartis**

**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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TEst Hello

Division

Innovative Medicines International & Chief Commercial Office

Business Unit

Innovative Medicines

Standort

Vereinigtes Königreich

State

London

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Der Umsatz

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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