

Portfolio Account Specialist, Oncology - VIC East

Job ID
REQ-10075917
апр 21, 2026
Австралия

Сводка

Portfolio Account Specialist, Oncology Haematology
Territory: Victoria West and Tasmania

Helping people living with cancer, and the families who support them, takes more than innovative science. It takes a network of bright minds sharing ideas, insights and perspectives. It takes people who are passionate about making a meaningful difference.

Ready to be part of reimagining medicine?

Join us as a Portfolio Account Specialist in our Oncology Therapy Area, with a focus on the Haematology portfolio, and see how your achievements can help improve outcomes for patients across Victoria West and Tasmania.

We are seeking a high-performing and commercially driven Portfolio Account Specialist to join our Oncology team. Reporting to the National Sales Manager, you will be responsible for strategically managing your territory and building strong partnerships across the healthcare ecosystem to create value for patients, healthcare professionals, and the broader health system.

In this role, you will work closely with Haematologists, oncology pharmacists, specialist nurses, and other key stakeholders across the hospital setting. You will bring a strong external focus, a strategic account-based mindset, and a collaborative approach to driving impact across your territory.

About the Role

- Drive sales and promote the Haematology portfolio across designated key accounts to achieve commercial objectives
- Build and execute robust account and territory plans based on customer, market, and patient insights
- Develop strong partnerships with Haematologists, specialist nurses, pharmacists, and other key stakeholders across the hospital environment
- Identify opportunities for growth, remove barriers to access, and support improved patient outcomes across the Haematology portfolio
- Develop a deep understanding of the treatment landscape, patient journey, competitive environment, and broader healthcare system
- Lead customer engagement plans and coordinate tailored solutions in partnership with cross-functional teams
- Prioritise key customers, accounts, and activities based on potential, business goals, and patient need
- Plan and facilitate speaker meetings and other engagement activities in line with governance requirements
- Collaborate closely with agile cross-functional teams to deliver strategic initiatives and customer-focused solutions
- Maintain accurate and timely records of customer interactions in the CRM system

Your Experience

- Strong **Key Account Management** experience within pharmaceuticals
- Extensive **hospital experience**, with proven success working in complex specialist environments
- Experience within **Oncology and or Haematology** is highly regarded
- Strong understanding of the **healthcare system** and ability to navigate account complexity strategically
- Pharmaceutical sales experience with the ability to interpret and communicate **clinical data** effectively
- A **growth mindset**, strong external focus, and willingness to take smart risks to unlock opportunities
- Strong **influencing, negotiation, and solution-selling** capability
- High levels of **prioritisation, resilience, and agility** in a fast-paced environment
- Strong **time management** skills and the ability to manage multiple priorities successfully

Why Join Us

This is an exciting opportunity to join a team that values **performance, partnership, and development**. You will have the opportunity to work across a dynamic and strategically important territory, supported by strong leadership and a collaborative cross-functional environment.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
General Management
Место
Австралия
Сайт
Victoria (VIC)
Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd
Functional Area
Продажи
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.

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