NOVARTIS

Portfolio Account Specialist - Oncology, VIC West

Job ID
REQ-10091198
Ноя. 24, 2026
Австралия

Сводка

At Novartis, we are reimagining medicine to improve and extend people's lives. We are looking for a Portfolio Account Specialist to join our high-performing Solid Tumours team, supporting our breast cancer portfolio across VIC West.

This is a highly specialised role where you will be a key driver of customer engagement and account performance. You will build deep, trusted relationships with healthcare professionals and deliver value for customers and patients in a compliant, ethical and customer-centric way.

We are seeking someone with a curious mindset, strong agility, and a passion for strategic account management. You will bring the ability to understand customer needs, prioritise effectively and work collaboratively across teams to support better outcomes for patients.

As a Portfolio Account Specialist, you will be the face of our customer experience approach. You will personalise and orchestrate customer engagement with target healthcare professionals by understanding their preferences, using available content and engaging through multiple channels.

You will use insights and data to shape territory, account and customer plans, while working in partnership with HCPs to build sustained collaboration over time.

About the Role

- Drive competitive sales growth across the VIC West territory, with a focus on breast cancer.
- Build strong, trusted relationships with targeted healthcare professionals and key accounts.
- Personalise customer engagement based on customer needs, preferences and healthcare environment.
- Leverage available data sources to prioritise and adapt territory, account and customer interaction plans.
- Deliver memorable, customer-centric experiences beyond clinical differentiation.
- Share customer insights with internal stakeholders to support product, indication, campaign and engagement planning.
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act with integrity, transparency and respect in all customer and colleague interactions.
- Operate in line with the Novartis Code of Ethics, Values and Behaviours.
- Report technical complaints, adverse events and special case scenarios related to Novartis products within 24 hours of receipt.
- Manage distribution of marketing samples where applicable.

What you'll bring

- Strong experience in pharmaceutical sales, account management or specialist healthcare engagement.
- Oncology experience is highly desirable, with breast cancer experience preferred.
- Strong account management capability, with the ability to develop and execute customer and territory plans.
- A curious, agile and customer-focused mindset.
- Ability to build trusted relationships with healthcare professionals and internal stakeholders.
- Strong commercial acumen and ability to use insights and data to guide decisions.
- High standards of integrity, ethics and compliance.
- Excellent communication, planning and prioritisation skills.
- Ability to work effectively in a part-time capacity while managing a specialised territory.

Why Novartis?

You will join a high-performing team in a specialised therapy area where your work can make a meaningful difference for customers and patients. This is an opportunity to apply your expertise, curiosity and account management capability in a role focused on impact, collaboration and ethical customer engagement.

Join us and help reimagine medicine for patients living with cancer.

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) Novartis Pharmaceuticals Australia Pty Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No

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