

Strategic Account Specialist

Job ID
REQ-10042412
Mar 03, 2025
Chile

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:

- Key Stakeholder management and engagement (95% of time)
- Health System Mapping: Systematically map and engage external stakeholders at account level or other relevant health system organizations with impact at the account dynamic.
- Business acumen: Deeply understand the dynamic of the account in a wide range of situations: priority setting process, resource allocation, decision-making, money-flow, tendering, purchase- order-placement, connection with other organizations (health services, Isapres, 'superintendencia'...), invoicing and payment processing, among other.
- Outside-In approach: Acting with the account to assemble with its key stakeholders the annual strategic and execution plans reconciling objectives of Novartis (technical and administrative leadership)
- Customized Solutions: Design and provide ad-hoc solutions based on deep insight in customer's need to help address significant business issues and opportunities (in addition to core products and service offering); Often requires joint strategic planning, mutual investments, and situation specific approaches to mutual value sharing. Developing relationships with leadership and offering innovative value solution.
- Insights Collection: Gain key insights through engagement and consultation with HCPs and key stakeholders and together with commercial analysis feed CEAs and Medical colleagues with meaningful insights to shape or improve their operational plans.
- Partnerships: Creating fruitful, value-based relationships striving to set up platforms for long-term engagement, such as Letter of Intent, Collaboration Agreements or other.
- Market Access: Negotiate, build, operate and implement Sustainable and Innovative Access models that include shared contribution models, EAP, Risk Management programs etc. Utilize Health Economics studies as a tool to promote value-based and evidence-based pricing.

Essential Requirements:

- University degree in health sciences is preferable
- Minimum 5 years of experience in pharmaceutical sector
- Deep understanding of public market and customer intelligence
- Proficient in tools and systems related to Hospitals/Clinics and health system
- Strong negotiation, communication and relationship skills
- Abilities on data analysis and insight collections

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>

Commitment to Diversity and Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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?

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Division

International

Business Unit

Innovative Medicines

Location

Chile

Site

Santiago

Company / Legal Entity

CL01 (FCRS = CL001) Novartis Chile S.A.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Ventas)

Shift Work

No

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