

KAM Strategic Lead

Job ID
395166BR

三月 24, 2024

Taiwan

About the Role

"The future of medicine is here."

At Novartis, we are reimagining medicine to improve and extend people's lives. We are working hard to produce breakthroughs and address unmet needs for patients with devastating diseases, including genetic disorders and certain deadly cancers.

Dreaming and let's change the world together!

[The Position]

To be accountable for developing key account strategies and plans, and optimizing the cross-function collaboration at the country level aligning global/region to achieve shared company goals for the short-term and long-term by leading the implementation of value-based solutions with key customers

[Major Accountabilities]

Be responsible for identifying Novartis Taiwan margin improvement opportunities, providing a clear and well-communicated business vision to address, and driving strategy and tactics in alignment with Novartis Taiwan business objective.

Set business priorities, strategic plans, portfolio management plans, budget allocation plans, and

performance objectives for Key Accounts. Align these with TA, BPA, pricing manager, access, and other key functions.

Provide leadership, mentoring and coaching to KAM managers. Ensure that KAM organization is properly staffed, motivated and performs effectively.

Be responsible for generating account strategy and pricing proposal through excellence data analysis that endorse and align in Pricing Committee to maintain account pricing stabilization.

Collaborate with commercial partner to build long-term partnership with key account customers and ensure successful activity implantation.

Ensure achievement of the account plans and delivery of the required financial results.

Lead the creation and implementation of initiatives to build long-term partnership with key account customers.

Integrity and Compliance

- Ensure team to work within Integrity & Compliance with all company policies.
- Ensure and lead teamwork in a diverse, inclusive environment.

Diversity & Inclusion / EEO

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

Role Requirements

[Education]

Bachelor's degree or above major in healthcare-related or Business Marketing, MBA is a plus.

[Language]

Fluent in English speaking, writing and reading; Mandarin is a must.

[Experience/Professional requirement]

- At least 8-year experience in business management leadership with KAM intelligence.
- Strong data planning, analysis and Excel ability to generate business case proposals.
- Project excellence: able to demonstrate good leadership in leading, collaborating with cross functions and driving result.
- Influential leadership in matrix teams, strong in teamwork, communication and able build alignments.
- Result focus with high integrity.
- Being agile to change, purpose-driven, willing to support others ' success.

Why Novartis:

Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

You ' ll receive:

You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network [here](#).

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Division
International

Business Unit
APMA IMI

國家
Taiwan

Site
Taipei City

Company / Legal Entity
Novartis (Taiwan) Co. Ltd

Functional Area
Sales

Job Type
Full Time

Employment Type
Regular

Shift Work
No

[Apply to Job](#) [Access Job Account](#)



Job ID
395166BR

KAM Strategic Lead

[Apply to Job](#) [Access Job Account](#)

Source URL:

<https://www.novartis.com/tw-zh/careers/career-search/job/details/395166br-kam-strategic-lead>

List of links present in page

- <https://www.novartis.com/about/strategy/people-and-culture>
- <https://talentnetwork.novartis.com/network>
- <https://sjobs.brassring.com/TGnewUI/Search/home/HomeWithPreLoad?PageType=JobDetails&partnerid=13617&siteid=5260&jobid=2816420&AL=1>