

Diagnostic Account Specialist - IL, TX, MO, NE - Remote " >

Job ID
328837BR
Oct 04, 2021
USA

Job Description

Three components make up our culture at Advanced Accelerator Applications: Trust, Communication and Results.

Advanced Accelerator Applications (AAA), a Novartis company, is an innovative radiopharmaceutical company developing, producing and commercializing molecular nuclear medicine diagnostics and therapeutics. AAA offers professionals the opportunity to face new challenges and pursue a career in a fast growing, technology driven healthcare company. We are passionate about improving patient health by leading innovation in nuclear medicine. We are looking for people who share our commitment to help us achieve this goal.

The Diagnostic Account Specialist (DAS) will be responsible for developing, coordinating and implementing a strategic and tactical business plan for assigned territory and accounts, representing the AAA portfolio of diagnostics in Neuroendocrine Tumors (NET) and future Prostate Cancer (PC). The DAS is charged with forging long-term business relationships with key customers and influencers across PET diagnostics. The DAS will be tasked with reaching target goals for the diagnostic portfolio through collaboration with Sales, Marketing, Market Access, and Strategic Account Managers and execution of strategic imperatives. The DAS is required to cover a large geographic territory and identify and prioritize account and customer opportunities aligned to therapeutic potential across regions.

- Build a strategic account map that identifies business and functional relationships within the Key Oncology/ Nuclear Medicine Accounts and with key referral sources. Through customer insights, leverage knowledge of PET Diagnostic influence networks to realize business objectives
- Facilitate the education of AAA Diagnostic products and customer specific tactics/programs with key stakeholders and decision makers (i.e. Medical and Pharmacy Director, CEO, Program Director, Head of Patient Services, Head of Reimbursement and Patient Assistance, Head of Procurement, Lab Director, etc.)
- Collaborate cross-functionally within AAA to develop and implement actionable business plans that drive formularies and protocols that are required to drive sales volume and growth of AAA diagnostic products
- Ensure account strategy is consistent with national objectives (e.g. brand & segment strategy)
- Conduct regular business analyses of the local market—customers, payers, competition, key stakeholders, legislation, policies within NET and PC
- Develop and maintain a deep understanding of the NET & PC PET diagnostic networks including patient flows
- Collaborate with commercial field functions in support of identifying key business opportunities and diagnosing critical business and implementation issues within priority accounts
- Conduct periodic needs assessments with key accounts to tailor and communicate customer insights and account-related activities to commercial partners and management, and engage with them to drive development of new strategies and tactics to pursue business opportunities

Diversity & Inclusion / EEO

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

Minimum Requirements

Education:

- Bachelor's degree (preferably in Life Sciences, pharmacy, or a Business related discipline) required.
- Advanced degree in Life Science / Business preferred

Experience:

- A minimum of 3 years of Oncology, hospital, diagnostic, medical device, and/or nuclear medicine sales required
- Experience in working in diagnostics and/or nuclear medicine preferred
- Must have a strong track record of therapeutic area/product knowledge expertise.

Division

ONCOLOGY

Business Unit

ADVANCED ACCELERATOR APPLICATIONS

Location

USA

Site

Dallas, TX

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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