

## **Institutional Account Manager – Memphis - Remote " >**

Job ID

328298BR

Sep 23, 2021

USA

### **Job Description**

At Sandoz, we discover new ways to improve and extend people's lives. We pioneer novel approaches to help people around the world access high-quality medicine. To achieve this, we pursue an integrated access strategy that focuses our work on improving access to medicines, access to medical information and access to medical capacity building, which includes efforts to provide and support appropriate training for healthcare professionals. In 2019, our products reached well over 500 million patients worldwide.

This is a field sales / remote role and therefore remote. The territory is based in Memphis and covers western TN, central and northern MS and central and northern AL.

Willingness to travel approximately 25-50% travel by car.... Candidates must live within the territory and be able to drive by automobile as needed.

The Institutional Portfolio Managers (IPM) will be responsible for representing Sandoz as a leader in the institutional marketplace and other clinical settings appropriate to the product portfolio, implementing strategic initiatives with selected complex accounts with the goal of exceeding objectives. In this role you will lead the contracting process and have marketing and contract materials available, designed for the respective audience, with a focus on the business decision makers in institutions, hospitals and clinics. This individual will also act as the primary Sandoz commercial contact for product promotion and information on Sandoz support services for assigned accounts, forging long-term relationships with key decision makers and influencers. Close alignment with other members of the Sandoz Key Accounts and Sales organizations, as well as other cross-functional colleagues, is needed to achieve success as well as planning and organizing activities to ensure regular and consistent coverage of the territory. Customers may include, but are not limited to; Directors of Pharmacy, Buyers, HCPs, Clinic practice staff, Pharmacy & Therapeutic Committees, IDN Systems, Hospitals, Clinics and other assigned customers. Administration of territory information and compliance to promotional, reporting, and regulatory requirements is imperative for success.

Your Key Responsibilities:

Your responsibilities include, but are not limited to:

- Develop and grow business partnerships within the assigned accounts to secure product awards, enhance product access within each account, and meet or exceed territory level goals for total territory book of business
- Identifies key decision-maker networks, identify needs and engage key customers to implement appropriate Sandoz portfolio account initiatives to develop long-term partnerships'
- Educates clinical and business customers on Sandoz products and services. Consistently demonstrates exceptional skill in preparing for and conducting successful contracting and negotiation sessions, anticipating any potential compliance risks
- Monitor, analyze and communicate product, customer, contract and account-level performance broadly with key internal teams; take and/or evolve actions as appropriate. Develop a strong alliance with internal Sandoz

matrix partners to ensure the appropriate level of cross-functional support and for developing and executing pull-through strategies.

- Provides customers in assigned accounts information related to a customer's contract: wholesale acquisition cost (WAC), percent discount off of WAC available through a contract, contract price, and any related rebates that may be available through a contract.

## **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**

What you'll bring to the role:

- Bachelor's Degree (BS or BA) from an accredited college or university required; • Advanced Degree (MBA, MS, etc.) is preferred
- A minimum of 5 years overall healthcare sales experience required, including:
  - (1) Minimum of 2 years branded pharmaceutical sales experience - candidates should be able to speak to clinical data and disease state information and
  - (2) Minimum of 2 years of institutional sales experience – inpatient and/or outpatient or Generic pharmaceuticals with contracting experience.
- Demonstrate strategic thinking ability to balance short and long-term goals
- Must be able to manage competing priorities, stay organized and prioritize as needed
- Excellent interpersonal, communication and presentation and technical MS office skills

Desirable Requirements:

- Account management and buy & bill experience is highly preferred
- Advanced Degree (MBA, MS, etc.) desired
- This is a field /remote position located in the Memphis area.
- The territory is based in Memphis and covers western TN, central and northern MS and central and northern AL.

Why consider Sandoz?

1st to develop and launch biosimilars. 1st to launch an FDA-cleared digital therapeutic. And we never stop asking: how can we continue to pioneer access in an ever-more digital and global world?

The answers come when curious, courageous and collaborative people are empowered to ask new questions, make bold decisions and take smart risks.

Sandoz, a Novartis division, is a leader in generic and biosimilar medicines and a pioneer in digital therapeutics.

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Division

SANDOZ

Business Unit  
COMMERCIAL OPS NA SZ

Location

USA

Site

Memphis, TN

Company / Legal Entity

Sandoz Inc

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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