

Key Account Manager - Institutional Portfolio Manager - MN - Remote " >

Job ID
324959BR
Sep 09, 2021
USA

Job Description

#1! Sandoz was the first pharmaceutical company to receive approval of a biosimilar in Europe, Japan and the United States. A division of Novartis, Sandoz is a global leader in generic and biosimilar medicines, committed to playing a leading role in driving access to medicine worldwide.

The Institutional Portfolio Manager (ISP) will be responsible for representing Sandoz as a leader in the institutional marketplace and other assigned settings appropriate to the Sandoz product portfolio, implementing strategic initiatives with selected complex accounts, while ethically and compliantly meeting and exceeding objectives. In the assigned territory, the associate will utilize all marketing and contract materials, designed for the respective audience, with a focus on the economic/business decision makers in institutions, hospitals and clinics. The associate will align closely with other members of the Sandoz Key Accounts and Sales organizations, as well as other cross-functional colleagues, to plan and organize activities to ensure regular and consistent coverage of the territory according to a plan of action. Customers may include, but are not limited to, Directors of Pharmacy, Buyers, HCPs, 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. Participation in assigned training and development programs is required.

Major Accountabilities

- Lead the development and implementation of detailed business plans, with appropriate management review and approvals, for assigned accounts that support the national strategies and objectives of Sandoz North America
- Develop and grow business partnerships within the assigned accounts to secure product awards, enhance product access within each account and achieve annual net sales target of approximately \$12m 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
- Recognize the difference between customers' short-term demands and long-term priorities and can advise as necessary and liaise with internal partners in the contracting discussion
- Consistently demonstrates exceptional skill in preparing for and conducting successful contracting and negotiation sessions, anticipating any potential compliance risks
- Anticipate environment/ healthcare market and industry trends that could significantly impact short and long term customer business, take action on innovative customer insights that drive new business opportunities across customer groups and proactively identify niche/emerging solutions that would drive account success

- Anticipate key account financial challenges and factor them into account strategies and tactics, map an IDN including all components (pharmacy, ACO, spec pharm, etc) and clearly articulate the estimated business impact.
- Monitor, analyze and communicate product, customer, contract and account-level performance broadly with key internal teams; take and/or evolve actions as appropriate
- Lead through complex issues through proactive cross-functional matrix management, determine untapped opportunities and work cross functionally to execute
- 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
- Supports customer access to Sandoz One Source and other customer centric programs
- Utilize and manage resources in a judicious and compliant manner to accomplish goals
- Performs all job responsibilities in full compliance with our Code of Conduct and all Sandoz policies, and acts as a role model for integrity by visibly and consistently acting the values of our Code of Conduct and championing adherence to all Sandoz policies
- Participate in training and development programs as required

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: (requirements)

Bachelor's Degree (BS or BA) from an accredited college or university required

Advanced Degree (MBA, MS, etc.) preferred

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

Account management and buy & bill experience preferred

Demonstrate strategic thinking ability to balance short and long-term goals

Excellent interpersonal, communication and presentation skills

Computer skills (i.e., Word, Excel, and PowerPoint)

Must be able to manage competing priorities, stay organized and prioritize as needed

Candidate must be properly licensed and able to safely operate and drive an automobile in order to perform field calls on customers; must have a driving record deemed safe by Sandoz

Ability to work independently from a home office when necessary for business purposes

Willingness to travel over a broad geography required (approximately 25% local travel, depending on territory)

Qualified candidates must reside within the workable geography to cover their assigned accounts

You'll receive:

Competitive salary, annual bonus, long term incentive for select levels, health insurance, paid vacation/holidays, potential flexible working arrangements, employee recognition scheme.

“Why consider Sandoz?”

Our number 1 priority is to pioneer patient access to better healthcare. We are a company of firsts. 1st to develop an oral penicillin antibiotic. 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.

Imagine what you could do at Sandoz!”

Division

SANDOZ

Business Unit

COMMERCIAL OPS NA SZ

Location

USA

Site

Minneapolis, MN

Company / Legal Entity

Sandoz Inc

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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