

Key Account Manager Dermatology, Scotland - one year contract

Job ID

REQ-10075345

Apr 15, 2026

LOC_GB

About the Role

Location

Please note this role requires the successful candidate to live on the territory in Scotland and have the right to work in the UK. Visa or relocation support are not available for this role.

Major accountabilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key Account/Hospital network support, market access support, including referral networks
- Gain a deep understanding in the Dermatology specialist landscape
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors
- Achieve agreed contact, coverage and frequency targets through various multi channel communication
- Ensure customer satisfaction and best in class customer relationship
- Contribute positively to the Sales and Marketing team through collaborative relationships and efforts to achieve team and company objectives
- Provide input and field insights into effective use of promotional funds and territory sales forecasting

Commitment to Diversity & Inclusion:

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

Essential requirements:

- Experience working in a Scotland based Pharmaceutical role ideally in a specialist sales role
- Growth mindset and keen to learn
- Desire to drive for results
- Strong communication and selling skills
- Engaging customer focused approach
- Patient centric outlook
- Collaborative and has proven success with cross functional working

Desirable requirements:

- Specialist Immunology/Dermatology knowledge

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:

Competitive salary, Sales incentive scheme, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, Employee recognition scheme, learning and development opportunities.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Sales

Location

LOC_GB

Site

Field Force (Scotland)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Temporary (Sales) (Fixed Term)

Shift Work

No

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