

Account Manager – Gene Therapy (Center-West & North)

Job ID

REQ-10075232

Apr 14, 2026

LOC_BR

About the Role

#LI-office

Location: Brasília (DF), Brazil

Territory: Center-West & North Region

This role is based in Brasília (DF), Brazil. Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

Your Key Responsibilities

As an Account Manager, you will be accountable for driving strategic account management and commercial execution across your territory, ensuring sustainable growth and an excellent patient journey.

- Manage key local accounts, building and maintaining strong, ethical, and long-term relationships with healthcare stakeholders, and with patient pathways where applicable
- Drive sales performance and product promotion within assigned accounts, ensuring delivery of agreed targets and performance objectives
- Develop, implement, and continuously refine account strategies aligned with individual account needs and business priorities
- Create and execute individual tactical and strategic plans, including future potential analysis, opportunity identification, and prioritization of key programs
- Analyze market dynamics and competitive landscape, generating insights on strategic accounts, competitors, and trends within the pharmaceutical environment
- Execute the sales operations plan, ensuring consistent implementation of the commercial strategy and delivery of key performance indicators
- Partner closely with the sales and cross-functional teams, fostering collaboration, providing guidance, and supporting the deployment of relevant commercial initiatives
- Manage metrics, data, and evidence through robust analysis of indicators, experimental research, and evaluation of evidence to support strategic decision-making and problem-solving

Essential Requirements

- Solid experience in account management, sales, or commercial roles within the pharmaceutical or healthcare industry
- Proven ability to manage complex accounts and multiple stakeholders in matrix organizations
- Strong analytical mindset with experience using data, metrics, and insights to drive decisions
- Experience working with public and private healthcare channels
- High level of autonomy, accountability, and collaboration
- Fluent in Portuguese
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Nice to Have

- Experience in rare diseases, neuromuscular disorders, or neuropediatrics
- Exposure to complex patient journeys and high-specialty therapies
- Prior involvement in product launches or new treatment platforms

- Fluent English

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, annual bonus, life insurance, retirement and wellbeing plans, flexible working arrangements, birthday day-off, parental leave, subsidized dining facilities, health insurance, employee recognition platform, Gympass, employee resource groups and virtual self-development tools.

If you want to learn more about our benefits, you can access 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 Careers: <https://www.novartis.com/careers>

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

Marketing

Location

LOC_BR

Site

Santo Amaro

Company / Legal Entity

BR03 (FCRS = BR003) NOVARTIS BIOCENCIAS S.A

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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