

# Portfolio Account Specialist, VIC East

Job ID

REQ-10075934

Apr 15, 2026

LOC\_AU

## About the Role

Key Responsibilities:

- Drive sales and promote the Neuroscience portfolio across designated key accounts to achieve commercial objectives.
- Build and execute robust account and territory plans based on customer, market and patient insights.
- Develop strong partnerships with Neurologists, MS Nurses and other key stakeholders across the hospital setting.
- Identify opportunities for growth, remove barriers to access and support improved patient outcomes in MS.
- Develop a deep understanding of the MS treatment landscape, patient journey, competitive dynamics and the broader healthcare environment.
- Lead customer engagement plans and coordinate tailored solutions in partnership with cross-functional teams.
- Prioritise key customers, accounts and activities based on potential, business goals and patient need.
- Plan and facilitate speaker meetings and other engagement activities in line with governance requirements.
- Collaborate closely with agile cross-functional teams to deliver strategic initiatives and customer-focused solutions.
- Maintain accurate and timely records of customer interactions in the CRM system.

Your Experience:

- Strong Key Account Management experience within pharmaceuticals.
- Extensive hospital experience, with proven ability to work effectively in complex specialist environments.
- Strong understanding of the healthcare system and ability to navigate account complexity strategically.
- Pharmaceutical sales experience with the ability to interpret and communicate clinical data effectively.
- A growth mindset, strong external focus and willingness to take smart risks to unlock opportunities.
- Strong influencing, negotiation and solution-selling capability.
- Strong prioritisation, resilience and agility in a fast-paced environment.
- Effective time management and the ability to manage multiple priorities successfully.

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.

## 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>

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Division

DIV\_IM

Business Unit

General Management

Location

LOC\_AU  
Site  
Victoria (VIC)  
Company / Legal Entity  
AU04 (FCRS = AU004) AU Pharma Pty Ltd  
Functional Area  
FCT\_SA  
Job Type  
Full time  
Employment Type  
Regular (Sales)  
Shift Work  
No  
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