

Regional Commercial Manager

Job ID

REQ-10078451

May 19, 2026

LOC_AU

About the Role

As Regional Commercial Manager, you will have ownership of assigned key accounts and be responsible for developing and executing account strategies that support business objectives, portfolio growth, access, reimbursement, and customer needs.

You will work closely with internal stakeholders across sales, market access, marketing, patient access, medical, and other cross-functional teams to ensure aligned, effective execution of account plans. You will also play a key role in negotiations, contracting, formulary management, and strategic customer development.

- Own and manage assigned key accounts, developing and executing account business plans aligned to commercial goals and customer needs.
- Build and sustain strategic customer partnerships based on a deep understanding of account priorities, structures, and decision drivers.
- Deliver sales revenue, revenue growth, and portfolio development outcomes across assigned accounts.
- Lead negotiations, contracting, access, reimbursement, pull-through, and formulary management activities.
- Develop product and portfolio strategies in collaboration with Sales, Market Access, Marketing, Patient Access, Medical, and other internal teams.
- Lead cross-functional account teams to identify opportunities, solve customer challenges, and deliver mutually beneficial solutions.
- Share customer insights, account activity, risks, and opportunities with internal stakeholders to inform strategy and execution.
- Ensure all activities are conducted ethically and compliantly, in line with company policies, healthcare regulations, and reporting requirements.

About You

You will be an experienced commercial or key account management professional with a strong track record of managing complex customer relationships and delivering commercial outcomes within healthcare, pharmaceuticals, or a related industry. Experience in dealing with Strategic groups including Ramsay, ICON & State tender boards & formulary is highly desirable.

You will bring strong customer orientation, strategic thinking, negotiation skills, and the ability to lead cross-functional teams without direct authority. You will be comfortable operating in a complex environment, influencing senior stakeholders, and identifying opportunities to drive portfolio and customer growth.

Key Requirements

- Significant experience in key account management, commercial management, or enterprise sales.
- Strong understanding of the public & private healthcare systems or pharmaceutical industry.
- Demonstrated ability to build and maintain strategic customer relationships.
- Proven experience developing and executing joint business plans
- Strong commercial acumen with experience delivering revenue growth and sales outcomes.
- Experience in negotiation, contracting, access, reimbursement, or formulary management would be highly regarded.
- Ability to lead cross-functional teams and influence stakeholders across multiple functions.
- Strong problem-solving, strategic planning, and complexity management skills.
- High level of accountability, professionalism, and ethical decision-making.

- Strong communication, influencing, and customer engagement skills.

Why Join Us?

This is a key role within the In Market Brands function, offering the opportunity to manage important customer partnerships, influence portfolio strategy, and contribute directly to commercial performance.

You will join a collaborative team environment where your strategic thinking, customer focus, and commercial leadership will help shape meaningful outcomes for customers, patients, and the business.

If you are an experienced commercial leader looking for your next challenge, we would be keen to hear from you.

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

Strategic Planning & BD&L

Location

LOC_AU

Site

New South Wales (NSW)

Company / Legal Entity

AU04 (FCRS = AU004) AU Pharma Pty Ltd

Alternative Location 1

LOC_AU

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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Manager_REQ-10078451

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