

# Account Management Lead

Job ID

REQ-10080415

Jun 08, 2026

LOC\_TH

## About the Role

Major Accountabilities:

- Build and deepen long-term partnerships and relationships with key national, regional, and territorial accounts.
- Develop and execute account plans to optimize product access and adoption.
- Map stakeholders, monitor competitor dynamics, and update CRM insights.
- Drive influence strategies to support early access schemes and patient pathway initiatives.
  
- Engage hospital leadership, payers, and healthcare authorities to support access objectives
- Secure formulary inclusion across national, regional, city, and hospital levels to achieve early and broad access.
- Anticipate account needs, market shifts, and access barriers; propose appropriate mitigation actions.
- Prepare markets for early launch by shaping access conditions and supporting reimbursement submissions.
- Lead formulary negotiations, adoption efforts, tender responses, and contract management.
- Protect value by negotiating sustainable pricing and ensuring competitive positioning throughout the product lifecycle.
- Ensure strong cross-functional alignment and timely execution of account plans.
- Coordinate field teams and internal experts to deliver on access priorities and KPIs.
- Develop insight-driven account plans and track performance (e.g., hospital listings).
- Drive supply and inventory coordination with wholesalers/distributors as relevant for the market
- Provide ongoing updates to key internal stakeholders based on market insights.

Minimum Requirements:

Work Experience:

- Strong customer orientation
- Strong cross functional leadership
- Significant account management experience

Skills:

- Accountability
- Key Account Management
- Commercial Excellence
- Competitive Intelligence
- Complexity Management
- Compliance
- Customer Relationship Management
- Customer Engagement
- Professional Ethics
- Health Care Industry
- Integrated Marketing
- Market Development

- Cross-Functional Collaboration Leadership
- Problem Solving Techniques
- Strategic Leadership
- Value Propositions

Languages:

- English and Local Language

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

Division

DIV\_IM

Business Unit

Marketing

Location

LOC\_TH

Site

Bangkok

Company / Legal Entity

TH05 (FCRS = TH005) Novartis (Thailand) Limited

Functional Area

FCT\_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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