

Strategic Account Manager - Radioligand Therapies

Job ID

REQ-10081596

Jul 13, 2026

LOC_IN

About the Role

Onboarding Location: Mumbai Work Location-Hyderabad / Bengaluru || Area of coverage: South zone.

Key responsibilities:

- Develop and execute strategic account plans for hospitals with nuclear medicine capabilities; align on account objectives and implement dedicated action plans.
- Drive adoption of RLT through value-based discussions, referral network development, and stakeholder engagement across clinical, operational, and administrative functions.
- Negotiate contracts, guide key account initiatives, and provide strategic input on growth opportunities and programs.
- Analyze market dynamics, including competitive intelligence; share insights and identify regional opportunities for performance improvement.
- Drive several initiatives and educational programs independently or in collaboration with marketing/medical teams, aligned with tactical plans.
- Demonstrate deep understanding of radioligand therapy mechanisms, disease pathways, and clinical data, and clearly interpret complex scientific information to support evidence-based discussions and decision-making with multidisciplinary stakeholders.
- Contribute to stakeholder mapping, segmentation, and profiling; ensure accurate and timely data entry in Novartis CRM systems.
- Collaborate cross-functionally with marketing, market access, supply chain, and other teams to deliver annual business plans and operational readiness.
- Reporting of technical complaints/adverse events/special case scenarios

Essential Requirements:

- Sales revenue and growth for Radioligand Therapies in designated accounts.
- Achievement of account objectives and operational readiness for RLT programs.
- Customer engagement metrics and quality of stakeholder relationships.
- Compliance with reporting timelines and CRM data accuracy.

Desirable Requirements:

- 8–10 years in oncology and/or medical devices, preferably in multinational pharmaceutical companies.
- Proven experience in strategic account management and cross-functional collaboration.
- Strong understanding of MNC culture, compliance, and governance.

- Bachelor's degree in Pharmacy or related field.

Skills:

- Excellent communication, negotiation, and relationship-building skills.
- Ability to interpret and present complex scientific information clearly.
- Strategic thinking and problem-solving capabilities.

Languages:

- English (mandatory).

Commitment to Diversity and Inclusion / EEO paragraph:

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

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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Role Requirements

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

Division

DIV_IM

Business Unit

Marketing

Location

LOC_IN

Site

Hyderabad (Office)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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