

Sales & Marketing Manager (KAM) Rare Disease

Job ID

REQ-10083482

Aug 04, 2026

LOC_CH

About the Role

Your responsibilities include, but are not limited to:

- Build Swiss Rare Neurological Disease roadmap, defining the strategic approach to address estimated patient pool and translate it into actionable account strategies and measurable business objectives
- Drive sales, product promotion and development in the designated accounts and their respective referral networks to achieve sales broader performance targets for assigned territory and sales objectives
- Develop customer development strategy, dedicated Key Account Management action plans, aligns on account objectives and executes
- Analyze market situation, including competitive intelligence activities on key accounts and competitors. Take proactive leadership role as a strategic scientific partner for customers in collaboration with other field matrix colleagues/cross-functional teams, driving initiatives to strengthen healthcare systems and to improve patient access and outcomes
- Lead the preparation of marketing strategies and individual tactical plans and shape assessment of future potential and initiation of key value-adding programs for the accounts
- Take ownership and accountability in building effective collaboration between Medical, Supply, Quality and other internal stakeholder in E2E process, fostering a patient-centric culture of openness, accountability and trust

What you'll bring to the role:

- University degree in business or life sciences
- Full professional proficiency in German and English, with French proficiency considered a strong advantage
- Proven experience as Field Force, as KAM and/or Sales Rep in the pharma industry, ideally in Neurology/ Rare Disease
- Experience in Marketing in the pharma industry preferred, ideally in actively rolling out campaigns
- In-depth knowledge of Swiss customer/ marketplace, key dynamics and current knowledge of key competitors and strategies within the Therapeutic Area
- Knowledge of the Swiss Healthcare System
- Strong analytical and strategic skills coupled with an entrepreneurial mindset

Benefits & Rewards

At Novartis, we're committed to reimagining medicine together - and rewarding the people who make it happen.

Expected Annual Base Salary Range for role: 99.400.00 - 184.600.00 CHF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

Read our brochure to learn more about our global total rewards offering:

https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

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.

Accessibility and Accommodation:

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to diversity.inclusion_ch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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 \(PDF 30 MB\)](#)

Primary location salary range

CHF99,400.00 - CHF184,600.00

Division

DIV_IM

Business Unit

Marketing

Location

LOC_CH

Site

Rotkreuz (Field-Based)

Company / Legal Entity

C018 (FCRS = CH018) Novartis Pharma Schweiz AG

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular

Shift Work

No

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