

Strateški vodja ključnih strank / Strategic Account Manager

Job ID

REQ-10084319

Aug 05, 2026

LOC_SI

About the Role

Ključne odgovornosti:

- Vzpostavljane in krepitev dolgoročnih partnerstev s ključnimi zdravstvenimi ustanovami in deležniki.
- Oblikovanje prioritet za ključne kupce ter izvajanje strategij sodelovanja za doseganje poslovnih ciljev in pozitivnih izidov za bolnike.
- Prepoznavanje priložnosti za optimizacijo bolnikove poti in izboljšanje dostopa do inovativnih terapij.
- Aktivno sodelovanje z deležniki za krepitev položaja blagovnih znamk in razvoj rešitev, usmerjenih v potrebe bolnikov.
- Izvajanje aktivnosti za strokovno javnost prek osebnih srečanj in digitalnih kanalov.
- Sodelovanje v multifunkcijskem timu pri pripravi in izvedbi večkanalnih načrtov sodelovanja z deležniki v zdravstvu.
- Priprava in uporaba tržnih vpogledov, podatkov o kupcih in konkurenčnih analiz za podporo strateškim odločitvam.

Zahtevane kvalifikacije:

- Univerzitetna izobrazba s področja farmacije, medicine, veterine ali primerljiva izobrazba 2. stopnje, ki vključuje znanja o delovanju človeškega ali živalskega organizma in dodatna znanja s področja zdravil.
- Najmanj 2 leti izkušenj na terenskem komercialnem delovnem mestu v farmacevtski industriji (npr. medicinski predstavnik, produktni specialist, vodja ključnih kupcev ipd.).
- Izkušnje pri vzpostavljanju uspešnih in dolgoročnih partnerstev z deležniki v zdravstvu
- Aktivno znanje slovenskega in angleškega jezika, ustno in pisno.
- Sposobnost analiziranja potreb kupcev ter pretvarjanja vpogledov v učinkovite poslovne aktivnosti.
- Izrazite sposobnosti sodelovanja in učinkovitega dela z različnimi skupinami deležnikov.

Key Responsibilities:

- Build and strengthen long-term partnerships with key healthcare accounts and stakeholders.
- Drive account prioritization and engagement strategies to achieve business and patient impact goals.
- Identify opportunities to optimize patient journeys and improve access to innovative therapies.
- Influence stakeholder engagement to enhance brand positioning and advance patient-focused healthcare solutions.
- Deliver impactful customer engagement activities through in-person and digital channels.

- Collaborate cross-functionally to develop and execute omnichannel customer engagement plans.
- Leverage market insights, customer data, and competitive intelligence to inform strategic decisions.

Essential Requirements:

- University degree in Pharmacy, Medicine, Veterinary Biosciences, or a Natural Sciences.
- Min. 2 years of experience in a field-based pharmaceutical commercial role (eg.:medical representative / product specialist, key account manager, etc.)
- Experience in building effective and long-term customer partnerships.
- Proficient Slovenian and English, both written and spoken.
- Ability to analyze customer needs and translate insights into impactful business actions.
- Strong collaboration skills with the ability to work effectively across diverse stakeholder groups.

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

Expected Annual Base Salary Range for role:

- Slovenia: 49,420.00 - 91,780.00 EUR

The 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.

Pay equity is a fundamental principle of our employment policy and reflects our commitment to create a diverse, equitable and inclusive environment that treats all employees with dignity and respect, as outlined in our Code of Ethics.

In addition to base salary, you will also be eligible for:Field Incentive, flexible working schedule, tailored to your needs, possibility to work from home, Pension scheme, possibility of joining collective health insurance scheme, Employee Recognition Scheme, Expanded program for the promotion of health in the field of physical and mental well-being and managing workload (Well-being), Unlimited learning and development opportunities, employment at Family Friendly Enterprise.

Read our [brochure](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf) 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.

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

€49,420.00 - €91,780.00

Division

DIV_IM

Business Unit

Marketing

Location

LOC_SI

Site

Ljubljana

Company / Legal Entity

SIA0 (FCRS = CH024) Novartis Pharma Services

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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