

Portfolio Account Specialist, VIC West - Oncology

Job ID
REQ-10072607
мар 25, 2026
Австралия

Сводка

Step into a full-time role that keeps you close to the science and your customers while making a meaningful impact across VIC West.

We are looking for experienced oncology sales professionals to join Novartis as Portfolio Account Specialists within our Solid Tumours therapy area, with a key focus on Breast Cancer. Reporting to the National Sales Manager, you will join a high-energy, collaborative team passionate about improving outcomes for patients.

This is an ideal opportunity for someone with extensive pharmaceutical oncology sales experience who is ready to take a lead role in shaping customer engagement and driving results across the region.

About the Role

As a Portfolio Account Specialist, you will be a leading driver of our customer interactions and sales performance. You will:

- Personalise and orchestrate customer engagement journeys for target HCPs, reflecting their preferences and using multiple channels and tailored content.
- Build strong, sustained partnerships with HCPs to support Novartis' Breast Cancer portfolio and Solid Tumour strategy.
- Deliver memorable, customer-centric experiences that go beyond clinical differentiation by understanding their needs and local healthcare environment.
- Use available data sources to create and dynamically adapt territory, account and customer interaction plans.
- Share customer insights with internal stakeholders to shape product- and indication-related content, campaigns and interaction plans.
- Work compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs.
- Act with integrity, honesty and transparency with customers and colleagues at all times.
- Live the Novartis Code of Ethics and our Values and Behaviours, speaking up when things don't seem right.
- Ensure timely reporting (within 24 hours) of any technical complaints, adverse events or special case scenarios related to Novartis products.
- Support compliant distribution of marketing samples (where applicable).

What you will bring to the role:

- Strong track record in healthcare/pharma sales (ideally oncology), with an established network of relevant HCPs and stakeholders.
- Specific product knowledge in oncology and/or breast cancer, with solid understanding of the broader healthcare sector and evolving treatment landscapes.
- Proven account management and selling skills with a highly customer-centric mindset and strong commercial excellence focus.
- Ability to gather and leverage customer insights and data to inform decisions, territory planning and multichannel engagement strategies.
- Excellent communication, influencing and negotiation skills, with confidence in conflict management and constructive challenge.
- Demonstrated commitment to compliance and ethics, effective cross-functional collaboration, and strong technical skills to use digital tools and multichannel platforms.

Why consider this role?

- Impactful work – help transform the lives of people living with breast cancer and other solid tumours.
- High-energy, supportive team – work with colleagues who are collaborative, ambitious and united by a strong purpose.
- Ethical, patient-focused environment – be part of an organisation guided by a clear Code of Ethics and strong values.

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 \(PDF 30 MB\)](#)

Дивизион
International
Business Unit
General Management
Место
Австралия
Сайт
Victoria (VIC)
Company / Legal Entity
AU04 (FCRS = AU004) AU Pharma Pty Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work

No

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

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