NOVARTIS

# Key Account Manager

Job ID
REQ-10090999
Nov 11, 2026
LOC_GB

## About the Role

Key Account Manager Dermatology

South West England

About the Role

At Novartis, our purpose is to reimagine medicine to improve and extend people's lives. As a Key Account Manager in Dermatology, you will be a leading driver of customer engagement and sales performance across a high-impact territory.

As the face of Novartis to healthcare professionals and key stakeholders, you will build trusted partnerships and deliver tailored solutions that create value for customers, patients, and the healthcare system. Leveraging a deep understanding of the dermatology landscape, you will identify opportunities, execute account plans, and drive sustainable business growth while ensuring the highest standards of ethics and compliance.

This is a field-based role covering the South West England.  Successful candidates must reside within the territory.

Key Responsibilities

- Develop and implement comprehensive territory and account plans to achieve business objectives and maximize opportunities.
- Deliver impactful customer engagement activities, including educational meetings, promotional initiatives, presentations, and marketing campaigns.
- Achieve agreed sales, performance, productivity, and coverage targets within budget and timelines.
- Build and maintain strong relationships with key stakeholders across hospitals, specialist centres, and integrated care networks.
- Develop a deep understanding of the dermatology and specialist healthcare landscape, identifying emerging opportunities and challenges.
- Maintain expert knowledge of Novartis products, therapeutic areas, customer needs, competitor activity, and market trends.
- Deliver a best-in-class customer experience through effective multi-channel engagement approaches.
- Provide valuable field insights to support forecasting, resource allocation, and promotional investment decisions.
- Collaborate effectively with cross-functional colleagues to deliver shared business and patient-focused goals.

Essential Requirements

- Proven experience within the pharmaceutical industry, ideally in a specialist sales, hospital sales, or Key Account Management position.
- Strong commercial acumen with a track record of delivering results and exceeding targets.
- Growth mindset with a passion for continuous learning and development.
- Excellent communication, influencing, and relationship-building skills.
- Customer-focused approach with the ability to understand and address stakeholder needs.
- Strong patient-centric mindset and commitment to improving patient outcomes.

- Demonstrated ability to work collaboratively within cross-functional teams.
- ABPI qualified
- Full right to work in the United Kingdom.

Desirable Requirements

- Experience in Dermatology, Immunology, or other specialist therapeutic areas.
- Knowledge of NHS structures, hospital networks, and market access pathways.
- Experience working with specialist healthcare professionals and multidisciplinary stakeholder groups.

Why Novartis?

Our people are at the heart of everything we do. Joining Novartis means becoming part of a culture that values curiosity, collaboration, and innovation. We empower our associates to make a meaningful difference to patients while developing rewarding careers in a supportive and inclusive environment.

Commitment to Diversity & Inclusion

Novartis is committed to building an outstanding, inclusive work environment and diverse teams that are representative of the patients and communities we serve. We believe that diversity, equity, inclusion, and belonging are essential to driving innovation and better outcomes for patients worldwide.

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: 47,414.50 - 67,735.00 - 88,055.50 GBP Annual

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.

You may be eligible for a company vehicle or a car allowance in accordance with the applicable local Novartis policies and guidelines.

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.

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

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

## Role Requirements

Primary location salary range
£47,414.50 - £88,055.50
Division
DIV_IM
Business Unit
Sales
Location
LOC_GB
Site
Field Force (England / Wales)
Company / Legal Entity
GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.
Functional Area
FCT_SA
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
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## Key Account Manager

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