

Senior Key Account Manager, Northeast England: Dermatology

Job ID

REQ-10014994

Nov 14, 2024

United Kingdom

About the Role

Job responsibilities:

- Develop business plans and implement related activities like customer events, sales & marketing campaigns, sales presentations necessary to achieve agreed objectives
- Accountable for achieving agreed sales, productivity and performance targets within agreed budgets and timescales
- Provide Key Account network support, market access support, including referral networks
- Gain a deep understanding in the Dermatology specialist area and priority products
- Maintain and enhance knowledge of products, product strategy, positioning, key messages, programs, company developments, customers, and competitors

Achieve agreed contact, coverage and frequency targets through various communication channels

- Ensure customer satisfaction and best in class customer relationship
- Contribute positively to the Sales and Marketing team through co-operative relationships and collaborative efforts to achieve team and company objectives
- Provide input into effective use of promotional funds and territory sales forecasting

Essential requirements:

- Degree or equivalent, ideally in a science
- Experience working in a UK Pharmaceutical Company in a Dermatology sales role
- Strong communication and selling skills
- Engaging customer-focused approach
- Patient-centric outlook
- Collaborative and has proven success with cross-functional working
- In-depth understanding of the UK healthcare system.
- Strong communication and selling skills

- Full UK driving licence

Desirable requirements:

- Specialist knowledge from Dermatology sales role
- Brings an existing network of contacts and relationships from the territory

You'll receive:

Competitive salary, Sales incentive bonus, Pension scheme, Share purchase scheme, Health insurance, 25 days annual leave, Flexible working arrangements, subsidized dining facilities, Employee recognition scheme, learning and development opportunities.

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>

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Division

International

Business Unit

Innovative Medicines

Location

United Kingdom

Site

Field Force (England / Wales)

Company / Legal Entity

GB16 (FCRS = GB016) Novartis Pharmaceuticals UK Ltd.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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