

Key Account Manager - Biosimilars - Flanders

Who are we?

Within the Fresenius Group, Fresenius Kabi is the global healthcare company specializing in life-saving medicines and technologies for infusion, transfusion and clinical nutrition.

For more than 100 years, we have worked to save lives and improve the quality of life of our patients. A clear focus on innovation and efficiency has helped us make high-quality healthcare accessible to a steadily growing number of people.

What will you do?

As **Key Account Manager** for our **Hospital Network in Biosimilars** in the Flanders region, you will:

- Develop sales in the assigned sector, in accordance with the strategy determined by the Commercial and Marketing Direction.
- Promote the relevant pharmaceutical specialties to healthcare professionals in compliance with current regulations.
- Provide healthcare professionals with quality information, based on scientifically validated data, to ensure the proper use of the relevant pharmaceutical specialties.

Your responsibilities include:

Operational Mission: Product Launch and Business Development:

- and launch biosimilar products, develop sales, and implement company strategies.
- Prospect and define targeting in the sector. Identify key experts, and key establishments.
- Define and implement action plans, monitor progress, and adjust as needed.
- Manage the sector budget.
- Reporting: Enter daily activity reports, analyze activities, and implement corrective actions

Communication and Training:

- Promote the company's image and the proper use of products in accordance with ethical standards.
- Provide product information and training to various stakeholders
- Master institutional, product, and environmental communication and apply it in the sector using available promotional tools.
- Organize and lead professional meetings (staff meetings etc), participate in national and regional congresses.

Feedback Collection:

- Collect and transmit pharmacovigilance and materiovigilance information when necessary.
- Provide marketing information from the field.

Quality and Environment Mission:

- Comply with applicable procedures and rules, use approved promotional documents.
- Implement marketing-sales campaigns.
- Relay customer expectations regarding the environment.
- Adopt eco-friendly practices, including eco-driving, etc.

Your Profile:

You are passionate about healthcare, enthusiastic, and proactive. You want to make a difference in this world to better help patients.

Additionally, you have/are:

- Min. Bachelor's degree in a scientific background
- +5 years of experience in a similar role. Experience in Gastroenterology and Rhumatology is highly desired
- A strong commercial acumen with experience in promotional information activities
- Result-oriented and customer focused
- A strong understanding of the hospital, medical, and healthcare system environment, as well as the prescription environment.
- Excellent communication skills in Dutch and English. French and/or German is a plus.
- Independent in executing tasks but also strong team player.
- CRM savvy

The company will provide the mandatory integration training leading to internal certification: scientific training (on the relevant product range), current regulatory training and continuous training on the job.

What do we offer?

You will join a dedicated and passionate team within an organization that focuses on the personal development of each employee.

We offer a full-time permanent contract, a market-competitive salary and extralegal benefits like company car, laptop, iPad, and smartphone, meal and ECO vouchers, group and hospitalization insurance, and 13 ADV days.

Apply now!

Interested in boosting our **COMMITTED TO LIFE** story and contributing to the optimal quality of life for our patients? Send your motivation and CV to bene.humanresources@fresenius-kabi.com