

Account Manager - Transfusion Technology - BeLux

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 **Account Manager** for our **Transfusion Technology** you are the Sales responsible for the **Belgium and Luxemburg** market for Blood Transfusion products and at hospitals. You are responsible for preparation of budgets/ forecasting/ reporting etc., and for the applicative support.

Product range: Transfusion Products (disposables and equipment)

Specific tasks and Responsibilities:

- Achieving sales budget of Blood Transfusion Products in BeLux within the scope and strategies of the approved marketing and sales plan.
- Executing all relevant underlying actions f/i making offers, evaluating, and managing tender documents, securing availability of stocks through accurate and regular forecasting of sales quantities, instructing Customer Service, Field Service Engineers, managing backorders, giving customer support in validations, product demonstrations, trainings, complaint handling, etc
- Maintenance of excellent contacts with all relevant staff of BeLux customers and prospects (including KOL's) through regular visits, correspondence etc.
- Writing an annual marketing / sales plan for BeLux, including a proposal for the cost budget for marketing and sales activities. Timing to be defined by Manager. Execution of approved actions from the marketing and sales plan within the approved cost budget
- Writing visit reports in which all relevant issues, agreements and actions are mentioned. Track opportunities and challenges in Sales Force.
- Organizing our presence and participation in local workshops/symposia
- Communication of wishes concerning product modifications with the local and regional marketing department
- Providing the organization with relevant information concerning new product developments, competitor information, threats and opportunities, 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.
- A strong commercial acumen with experience in promotional information activities
- Result-oriented, customer focused and hands-on
- A strong understanding of the hospital, medical, and healthcare system environment
- Excellent communication skills in Dutch, French and English.
- Independent in executing tasks but also strong team player.
- CRM savvy

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