

Belgium Jobs Expertini®

Account Manager, Oncology

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Company: Astellas Pharma Inc.

Location: Belgium

Category: business-and-financial-operations

Description Account Manager, Oncology About Astellas: At Astellas we can offer an inspiring place to work and a chance to make your mark in doing good for others. Our expertise, science and technology make us a pharma company. Our open and progressive culture is what makes us Astellas. It's a culture of doing good for others and contributing to a sustainable society. Delivering meaningful differences for patients is our driving force. We all have a significant opportunity to make that difference, working locally in the areas we know best, whilst drawing inspiration from the different insights and expertise we have access to globally and from our innovative, external partners. Our global vision for Patient Centricity is to support the development of innovative health solutions through a deep understanding of the patient experience. At Astellas, Patient Centricity isn't a buzzword - it's a guiding principle for action. We believe all staff have a role to play in creating a patient-centric culture and integrating an awareness of the patient into our everyday working practices, regardless of our role, team, or division. Our ethos is underpinned by the Astellas Way, comprising five core values: patient focus; ownership; results; openness and integrity. We are proud to offer an inclusive and respectful working environment that fosters collaboration and ownership. Our aspiration is to bring the best brains together, to provide them with world-leading tools and resources and a unique structure that fosters real agility and entrepreneurial spirit. About This role: As the Account Manager Oncology, you will be responsibilities for leading the overall progress in the designated region. Achieving territory sales targets is a key objective, which involves direct engagement with Healthcare Professionals (HCPs), Healthcare Organizations (HCOs), Key Opinion Leaders (KOLs), and other healthcare

providers. This is accomplished through the implementation of effective marketing strategies and individual account plans. Hybrid working: At Astellas we recognize that our employees enjoy having balance between their professional and home lives. We are proud of our hybrid approach which empowers you to have flexibility on whether to work from home or in the office. Key Activities for this role:

Achieve hospital/territory sales targets through the effective implementation of individual account plans, detailing the oncology portfolio within a defined territory and with targeted customers.

Compose and implement local account plans, taking ownership of the entire process, including setting SMART objectives, implementing tactics, following up, reviewing achievements, and setting corrective actions. Collaborate cross-functionally with the brand team and other colleagues.

Identify business opportunities and develop relevant local strategies.

Take ownership of healthcare professionals' (HCPs) and healthcare organizations' (HCOs) contacts, building and maintaining a loyal, trustworthy network of key stakeholders in the territory who advocate for Astellas and its products.

Achieve customer engagement results by identifying and fitting engagement channels and developing an omnichannel plan.

Essential Knowledge & Experience:

Relevant experience in the pharmaceutical industry as a sales representative in the oncology field, with a track record of selling into hospitals.

Demonstrate disease and scientific knowledge, coupled with skills in territory management, logical thinking, and strategic planning.

Showcase experience in digital and omnichannel customer engagement.

Exhibit good stress management skills and the ability to work effectively under pressure.

Significant market analysis skills and good decision-making skills regarding use of time and resources.

Fluent in written and spoken business English and Dutch.

Education/Qualifications:

Bachelor's in sciences or equivalent science/health-related field experience

Additional information:

This is a permanent, full-time position.

This position follows our hybrid working model. Role requires a blend of home and a minimum of 1 day per week in our Belgium office. Flexibility may be required in line with business needs. Candidates must be located within a commutable distance of the office.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

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