

Belgium Jobs Expertini®

Business Unit Director Benelux

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Company: Almirall

Location: Belgium

Category: computer-and-mathematical

Who are we?

We care. Through pharmaceutical innovation and a strong commitment to global healthcare partnerships, we are committed to providing tools, knowledge and science to improve the health of patients worldwide. We research, develop, manufacture and commercialise our own medicines as well as a portfolio of licensed products tailored to the needs of different therapeutic areas. Today, our products are available in over 70 countries on 5 continents through 15 subsidiaries.

Almirall is an international biopharmaceutical company based in Barcelona. Our strategic focus is on skin health. In order to achieve our corporate goal Transform the patients' world by helping them realise their hopes & dreams for a healthy life., we as a team give our best every day. Because our mission is to improve the quality of life of skin patients, understand their needs and use science to provide innovative medical solutions. The patient is always at the centre of everything we do. To fulfil our mission, we are continuously expanding our portfolio and focusing on promising innovations, particularly in the field of biologics.

Our Culture

At Almirall, our Noble Purpose is at the core of our work: "Transform the patients' world by helping them realize their hopes and dreams for a healthy life". We invest in differentiated and ground-breaking medical dermatology products to bring our innovative solutions to patients in need. We listen to the patient and physician responding to their needs and helping them get the treatments they need. We are driven by science, diligent by nature.

We have a successful history in Dermatology space which places us well to create a strong footprint into specialty immuno-dermatology.

Your Mission

This position is based in Belgium, but covers Belgium, Luxemburg, and The Netherlands (Benelux scope).

The Business Unit Director is a key member of Almirall Benelux Leadership Team, involved in the strategical cross-functional meetings, playing an active role in shaping the commercial strategy and company value. He/she is responsible for the marketing strategies and execution in Benelux, and the sales activities of the company business in Belgium and Luxemburg. The role has the full profit and loss responsibility on above scope for the sales turnover, contribution margin, trade marketing expenditure down to EBITDA. He/she will work in close collaboration with local operations and Global functions (such as Commercial GCO, Marketing, Medical, Market Access, and other needed departments) to ensure the effective execution of brand strategies. Reporting to the General Manager Benelux, the successful candidate will lead the Benelux Marketing team and the Belgian/Luxemburg Sales team.

Core Responsibilities

Functional leadership of Benelux marketing team, and Belgian/Luxemburg sales team. Actively participate to the leadership team, establishing key brands and portfolio value.

Commercial responsibility for the entire portfolio, with a special focus on the immunology products being commercialized and ready to be launched.

Ensure development of local Brands strategies with the team and cross-functional colleagues, based on Global material but local market dynamics. Set the strategic direction and drive the implementation of activities and programs to ensure best commercial value and competitive position within disease markets.

Propose where and when to invest across Almirall portfolio, with key focus on biologic products; execute with tight control. Reinforce company's position in terms of Market Share and profitability.

Continuous awareness of the competitive landscape and market dynamics. Translate insights into strategies and actions to overcome challenges and to leverage major local opportunities.

Develop HCPs targeting, segmentation, and develop strong engagement model to optimize communication impact and value, including omnichannel.

Ensure implementation of MCCP in Veeva and track performance. Put in place performance and financial measures, regularly reviewed.

Identify BD or licensing partnerships opportunities for some products to create more value.

The position is expected to work very closely with the various local functions, Global Commercial, Market Access and Medical Affairs and other relevant functions, playing an active role in shaping the commercial product portfolio strategy and ensuring optimal company value in Benelux.

Education

University degree in Life Sciences, Engineering or Business. Master's degree is recommended.

MBA is a plus.

Skills

Strategic thinking but also operational skills with "hands-on" approach. Ability to translate strategies into tactical execution.

Management strengths, leadership skills, and influencing capabilities.

Strong stakeholder management skills and customer affinity. Proven ability to develop relationship with HCPs, and relevant KOLs. Understands the needs of and challenges facing customers and looks to provide collaborative solutions that build long term relationships and partnerships.

Internal stakeholder collaboration: recognition of the interdependencies among individuals and teams in achieving broader business objectives. Proactively looks to work with colleagues where shared responsibility exists and where collaboration can influence others' success.

A strong team builder with excellent interpersonal skills. Honest, open-minded communicator. Able to develop and inspire commitment to a vision and lead the organization.

Strong drive and proactiveness and build effective teams.

Pragmatic, results oriented with strong analytical skills and business mindset. Well-structured and organized.

Decisive, accountable, taking decisions, actions and responsibilities.

Manages well ambiguity & complexity, including several projects with competing priorities.

Capable of working in a fast-moving corporate environment.

Effective presentation and communication skills (verbal and written).

Fluent level of French, Flemish and English.

Experience

Minimum of 15 years' experience in the healthcare industry, with a focus on commercial roles and strong sales track record.

Experience in Marketing and Sales is mandatory.

Experience in managing high value-added products and the launch of innovative medicines (biologics medicines).

Experience in immunology is recommended, dermatology is a plus.

What we offer

An attractive and competitive compensation package and employee benefits.

High dynamic and agile team, within a growing and transforming company.

Values

Care: we listen & empathize; we value diverse perspectives & backgrounds, and we help each other succeed.

Courage: we challenge the status quo; we take full ownership, and we learn from our success & failures.

Innovation: we put the patient and customer at the center, we create novel solutions, and we empower entrepreneurial mindsets.

Simplicity: we act decisively and avoid over-analysis; we understand why before we act, and we are agile & keep things simple.

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