

National Field Sales Manager | Pharmacies Market

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Company: Generations Recruitment

Location: Belgium

Category: other-general

What's in it for you?

a **strategic sales role** in a **human-size and agile** Consumer Healthcare company ;
a company culture that **focuses on people** ;
a very exciting year ahead with **the introduction of innovations**.

About the company

Our client is a Consumer Healthcare company with Head-Quarters and production units in **France**. Over their **years of existence** they have developed **strong expertise in pain, flu, vitality, digestion and sleep quality**.

About the job

The National Field Sales Manager will **provide sales recommendations to foster growth**, through the appropriate investment of resources and management **leadership and coaching of a Sales Pharma representatives team (people)**. The position reports directly the Head of Sales Belux.

Your priority will be to build, coach and develop the BEST pharma team with extended sales skills.

You lead your team to be Advocating the strategies in terms of content as well as in behavior and engage the team by being a role model.

You provide coaching and support to enable the Sales Representatives to promote the

products range to the targeted audience in the most efficient way.

You are accountable for the realization of the qualitative and quantitative objectives

You contribute to commercial strategy and go-to-market plans.

About the ideal candidate

Proven experience in successful management of sales teams

Experience in the pharmacies market / Consumer Healthcare sector

A Team Leader, with a positive can-do and challenger attitude

Selling skills excellence: negotiation, communication and influencing skills to deliver impactful calls

Analytic : be able to create his own analysis tables, analyze them in a relevant way and make recommendations

CRM optimization experience is an asset

Fluency in Dutch, French and English is required.

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