

# Belgium Jobs Expertini®

## Pharma Representative province de Luxembourg

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Company: EG NV/SA

Location: Belgium

Category: other-general

### About EG

EG is a Purpose driven company: at the core of everything we do, we aim to Care for People's Health as a Trusted Partner.

EG is also the largest pharmaceutical company in Belgium. With an offering for just about every therapeutic area, we are the market leader in generic medicines and the biggest OTC company in Belgian pharmacies.

Most of our medicines and food supplements are produced in Belgium. We currently have 160 employees and continue to invest in:

The development of generic medicines to keep qualitative healthcare affordable

Scientifically proven food supplements and medical devices that you can buy without a prescription in your pharmacy

The development of highly specialized medicines and biosimilars

Our culture is characterized by the strong commitment of our employees. Internally, we are called "MEP's": **M**otivation – **E**nergy – **P**assion are therefore qualities that we look for in every potential new employee to help strengthen our culture.

We are part of the Stada Group and share the values Integrity, Agility, Entrepreneurship and One Stada.

Do you have a strong MEP level? Are you entrepreneurial and would you like to work for the largest and fast-growing pharmaceutical company in Belgium? Then EG might be the perfect employer for you.

## **Pharma Representative (f/m/x)**

Province de Luxembourg | BE | Full Time | Permanent

### **About your role**

As Pharmaceutical Representative, you are responsible for the sales results and market share growth of the free sales of the promoted products in the pharmacies in your region. You are responsible for both the sell-in and sell-out. Building a good network with relevant pharmacists, negotiate sales and train pharmacy staff to support the sales of our products in the pharmacy store is key for success.

### **How you can make an impact**

Represent and promote EG products and services to Pharmacists within a specific geographic region

Utilize advanced selling skills to drive sell-in and sell-out

Build and extend business relationships with target pharmacists and pharmacy staff in the assigned region

Develop and implement high-quality business plans for your region and initiate required actions to achieve sales objectives

Analyze and review performance of assigned pharmacists against business plans to maximize opportunities and take actions to drive sales growth

Proactively seek business opportunities to grow business.

Actively participate in team and company meetings by sharing insights, sharing of best practices, generating new ideas

### **What we are looking for**

We hire for attitude!

We expect from our employees to be Motivated, Energetic and Passioned by their job (MEP).

You act in line with our values: Integrity, Entrepreneurship, Agility and One EG

Service minded and team player

Sales experience is necessary, with pharmacies in the region is an advantage.

Drive to deliver results and excellence in the job.

Ability to monitor performance and adapt plans to external and internal changes.

Strong verbal communication skills and ability to influence others.

Native French speaking

### **How we care for you**

Your efforts will be rewarded with an attractive and competitive salary.

On top of this you will receive a full package of fringe benefits such as net allowances and eco vouchers, group insurance, ambulatory care and hospitalization coverage, Ipad & smartphone! So, you go through life with less worries!

We offer a company car including a fuel card.

Bicycle leasing is also possible as part of our cafeteria plan.

You also get to enjoy a very nice work-life balance with 32 vacation days and a flexible work schedule.

Finally, you can count on a big smile from your new colleagues every day! We all work towards one common goal: Caring for People's Health as a Trusted Partner, with the same Motivation, Energy and Passion across all departments. You will have regular the possibility to connect with all our Belgian colleagues during our ATN (All Together Now) events.

More information about EG and what is to work for us? Visit [Werken bij het farmaceutisch bedrijf EG | EG](#) or

EG values and promotes its diverse culture, regardless of gender, age, social or ethnic origin, disabilities, religion, ideology or sexual orientation. We use the strength of our uniqueness to develop creative ideas, expand our experience and increase innovative strength. Our focus is on equal opportunities, respectful cooperation and the promotion of an inclusive working environment. We are looking forward to your application and welcome applications without a pharmaceutical background.

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