

Product Specialist Gastroenterology

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Company: Amaris Consulting

Location: Belgium

Category: other-general

Job description

Driving demand from clinical and non-clinical stakeholders to enhance operational results and expand market share.

Acquisition of new stakeholders and accounts.

Management of existing stakeholders and accounts.

Execution of activities outlined in the country-specific commercial tactical plan with a predominantly external/field focus.

Ensuring correct product positioning and promotion.

Shares in-label medical data, supports care processes, and provides patient guidance.

Builds and maintains professional relationships with key stakeholders.

Informs stakeholders to facilitate appropriate product use with patients.

Works closely with cross-functional customer-facing team members, including Medical Scientific Liaisons (MSLs), Strategic Account Managers (SAMs), Field Access Managers (FAMs), and Field Project Specialists (FPSs).

Collaborates to maximize stakeholder and patient value.

Translates corporate strategy into impactful account plans.

Demonstrates effective collaboration, proactiveness, leadership, and autonomy in organizing Account Team Meetings.

Strict adherence to local government legislation and company regulations.

Senior Product Specialist: Requires a minimum of 5 years' relevant experience with a track record of consistent satisfactory performance.

Establishes a solid network of external stakeholders and is recognized as a trusted and collaborative partner.

Cultivates long-term relationships and identifies emerging commercial concepts.

Demonstrates extensive product/disease and customer knowledge within the therapeutic area.

Identifies and acts upon strategic opportunities, leads multiple projects independently, and coaches other PSs.

Qualifications:

Completed HBO or Academic education (commercial, business, or bio-/paramedical).

Experience in a commercial field service position.

Driver's license B.

Up-to-date knowledge of the healthcare market and trends.

Up-to-date knowledge and skills of omni-channel usage.

Demonstrable experience in (medical) account management.

Fluent in English in addition to Dutch or French

Works independently, takes initiative, and calculated risks.

Clearly exchanges ideas and information.

Obtains insights effectively using various communication means.

Adapts communication style to the interlocutor(s).

Strives for common goals with internal and external stakeholders.

Builds and maintains relationships effectively.

Builds and maintains long-term customer relationships.

Collects and reports customer insights in CRM system.

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