

Product Specialist IO-Pan Tumor South

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Company: Bristol Myers Squibb

Location: Belgium

Category: other-general

Working with Us

Challenging. Meaningful. Life-changing. Those aren't words that are usually associated with a job. But working at Bristol Myers Squibb is anything but usual. Here, uniquely interesting work happens every day, in every department. From optimizing a production line to the latest breakthroughs in cell therapy, this is work that transforms the lives of patients, and the careers of those who do it. You'll get the chance to grow and thrive through opportunities uncommon in scale and scope, alongside high-achieving teams rich in diversity. Take your career farther than you thought possible.

Bristol Myers Squibb recognizes the importance of balance and flexibility in our work environment. We offer a wide variety of competitive benefits, services and programs that provide our employees with the resources to pursue their goals, both at work and in their personal lives. Read more: .

Product Specialist IO-Pan Tumor South (Liège – Luxembourg – GDL)

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In this position, you will be responsible for the Immuno-Oncology portfolio & drive business and future launches within respective indications. You will act within your region (Liège, Luxembourg & Grand Duchy of Luxembourg) and be responsible for the customized call- & account action plan.

In this role you will visit oncologists, pneumo-oncologists and gastro-oncologists. You will have to act as a solution center to customers by appropriately leveraging the cross functional team and via diverse communication channels. You will have to build up strong

partnerships, manage & influence a complex HCP network to position and differentiate our products from the competition, seek in depth information from customers in order to thoroughly understand their needs/opportunities and respond to that adequately.

You will report to the Sales Manager Oncology & Hematology.

Requirements:

- Scientific education & expertise
- Team player and able to work in a cross functional team
- Sales experience in hospital environment (within oncology is an asset) with proven track record of good results
- Able to influence & drive sales with excellent selling skills (negotiating, probing, handling objections, assertiveness towards diverse HCPs, identify & meet customer needs to come to a commitment)
- Strong interpersonal/communication skills, native French with a good understanding of English & Dutch
- Results driven, solution-oriented, proactive and entrepreneurial attitude
- Positive mindset and flexible attitude

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Uniquely Interesting Work, Life-changing Careers

With a single vision as inspiring as “Transforming patients’ lives through science™”, every BMS employee plays an integral role in work that goes far beyond ordinary. Each of us is empowered to apply our individual talents and unique perspectives in an inclusive culture, promoting diversity in clinical trials, while our shared values of passion, innovation, urgency, accountability, inclusion and integrity bring out the highest potential of each of our colleagues.

On-site Protocol

Physical presence at the BMS worksite or physical presence in the field is a necessary job function of this role, which the Company deems critical to collaboration, innovation, productivity, employee well-being and engagement, and it enhances the Company culture.

BMS is dedicated to ensuring that people with disabilities can excel through a transparent recruitment process, reasonable workplace accommodations/adjustments and ongoing support in their roles. Applicants can request a reasonable workplace accommodation/adjustment prior to accepting a job offer. If you require reasonable accommodations/adjustments in completing this application, or in any part of the recruitment process, direct your inquiries to . Visit to access our complete Equal Employment

Opportunity statement.

BMS cares about your well-being and the well-being of our staff, customers, patients, and communities. As a result, the Company strongly recommends that all employees be fully vaccinated for Covid-19 and keep up to date with Covid-19 boosters.

BMS will consider for employment qualified applicants with arrest and conviction records, pursuant to applicable laws in your area.

Any data processed in connection with role applications will be treated in accordance with applicable data privacy policies and regulations.

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