

Belgium Jobs Expertini®

Regional Sales Manager Oost- & West-Vlaanderen

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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 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 170 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.

Regional Sales Manager Medical EG (f/m/x)

Oost- & West-Vlaanderen | BE | Full Time | Permanent

About your role

In this role you will be accountable for the further geographical development of the defined Region, in order to achieve the company's further growth and turnover ambitions whilst enhancing and developing the skill set of your team. As **one team** together with the Sales Manager, you will translate and implement the commercial strategy and translate this towards the defined region in a practical and clear action plan securing business continuity. You will lead by example ensuring further growth and development within your team assuring a correct deployment of the regional action plans as a real **entrepreneur**.

Next to managing and training your team you will identify and approach potential strategic business partnerships with **integrity** as a priority. You are aware of the importance of business networking and interact with key external contacts such as prospects, important clients, opinion leaders, influencers etc.

You will report directly to the Sales Manager Medical Belgium and manage a team of 9 FTE's.

You are **agile** to work within a hybrid model: live & remote.

How you can make an impact

80% of your time consists in coaching during duo visits in the field or remote.

Efficiently and proactively lead medical representatives' performance through quarterly reviews & other company-standard processes

Develop and execute a strategic and tactical sales plan for specified segment within the region to ensure net sales objectives are met by using company focus model.

Develop strategy to incorporate and compliment the objectives into the overall segment and region strategy.

Ensure your team aligns with company procedures, policies & values

Continually measure personal and team success against business plans making the crucial challenges, interventions and decisions to successfully deliver, or exceed plan expectations.

Lead the sales team to drive sales strategies to meet plan and expand business within assigned territory

Ensure the team maintains a pipeline of opportunities to meet or exceed sales objectives.

Perform sales calls with customers in the assigned territory.

What we are looking for

Bachelor or master degree combined with a relevant experience within a similar commercial role.

Knowledge of medicines and food supplements is highly appreciated.

You are fluent in Dutch with a solid level of English, French is a plus.

You are a real people person able to interact and create buy-in at all levels both in- and external.

You combine a solid analytical and commercial mindset with a strong entrepreneurial and team- oriented leadership style.

Strong sales management experience and validated leadership abilities

Sophisticated selling and presentation skills.

Excellent interpersonal and communication skills.

Full driver's license with the ability to travel extensively (80% of time) to customer and meetings.

Has demonstrated management experience leading a team with consistent positive results.

Understands in detail the profitability levers across customers and builds a strategy for growth.

Monitors market potentials to be proactive in preparing and adjusting for changes.

Proficiency with Word, Excel and PowerPoint is a must.

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

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, laptop & smartphone! So, you go through life with less worries!

We offer a company car including a fuel/charge card.

Because 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 or

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