

# Belgium Jobs Expertini®

## Strategic Account Manager (SAM) Belgium

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Company: BeiGene

Location: Belgium

Category: business-and-financial-operations

BeiGene continues to grow at a rapid pace with challenging and exciting opportunities for experienced professionals. When considering candidates, we look for scientific and business professionals who are highly motivated, collaborative, and most importantly, share our passionate interest in fighting cancer.

### **Company Overview:**

#### **General Description:**

BeiGene continues to grow at a rapid pace with challenging and exciting opportunities for experienced professionals. When considering candidates, we look for scientific and business professionals who are highly motivated, collaborative, and most importantly, share our passionate interest in fighting cancer in an open-minded, and honest manner. Our vision is to give patients the possibility to benefit from our innovative treatments!

We are looking for a truly passionate and empathic **Strategy Account Manager with a solid experience in Hematology and/or Oncology**. You enjoy listening and engaging with stakeholders at all levels to ensure BeiGene and our treatments are well known and appreciated. **You know your customers, and you are willing to be different on how to answer to their needs!**

#### **This is a great opportunity to join BeiGene!**

Under the direction of the Country Manager BeLux, the Strategic Account Manager (SAM) implements the sales and engagement strategy locally, is responsible to drive the achievement of the sales targets and the implementation of tailored-made projects at accounts level, in cross-collaboration with the national and cluster team members.

**Role is to be based in the Western part of Flanders.**

**Essential Functions of the job:**

Responsibility for the sales goals and qualitative performance parameters, as agreed with the manager.

Development and execution of a strong territory account planning in close alignment and collaboration with other functions (national and field-based cross-collaborative team).

Development, implementation, and execution of projects, including digital, to optimize patient care. Use and apply project management skills to cooperate and develop the BeiGene presence in the assigned territory.

Using expertise in heme-oncology to be a go-to scientific and patient care resource for stakeholders in assigned territory. Collaborate with health system partners, health care practitioners (HCP), regional patient advocacy groups, and relevant stakeholder groups in the region to support best-in-class heme-oncology care and education with the patient always at the center

Develop long lasting relationships based on value addition to the key stakeholders of the assigned territory

Gathering insights and analyzing available information to identify strategic opportunities at account level

Responsible to ensure that the target customers are updated on our product strategy and communication

Organization and execution of local symposia, educations, and workshops with the key customers

Participation and customer care in local, national, and international meetings and symposia

Ensuring compliance within all activities to maintain the highest standards of patients focused ethical conduct in line with our values.

Building a BeiGene image/brand and awareness for our company and our products in the hematology-oncology

Consistently ensure operating in accordance with BeiGene's Standards of conduct and all applicable local laws and regulations.

## **Qualifications**

Life Science degree (university, college), or equivalent

> 5 years of qualified work experience as commercial representative in hemato-oncology and hospital market

Excellent reliable contacts with local opinion leaders in the relevant therapeutic area

Demonstrated knowledge in project management

Strong identification with BeiGene's values and loyalty to the company

Demonstrated success in a small but fast growing, entrepreneurial commercial environment is desirable

Innovative, creative, out of the box thinking

Patient centricity mindset

Willingness to learning and continuously developing (training and coaching)

Making things happen, has the right level of implementation skills

Marketing and commercial-oriented thinking and working

Knowledge of the regional budget processes and distribution structures

High social competence and capacity for teamwork

Highly motivated, solution oriented and a positive attitude

High social competence and capacity for teamwork

Success-, service-, and commercial oriented thinking and working

Dutch fluent or native speaker, fluent English, French proficiency is desirable

Valid driver's license

**Education Required:**

University undergraduate degree in science or business preferred; higher qualifications (MD, PhD, MBA) advantageous.

**Computer Skills:** Standard Computer Skills required (MS Office)

**Other Qualifications:** Fluency in both verbal and written English and Dutch. French an advantage.

BeiGene Global Competencies

When we exhibit our values of Patients First, Collaborative Spirit, Bold Ingenuity and Driving Excellence, through our twelve global competencies below, we help get more affordable medicines to more patients around the world.

Fosters Teamwork

Provides and Solicits Honest and Actionable Feedback

Self-Awareness

Acts Inclusively

Demonstrates Initiative

Entrepreneurial Mindset

Continuous Learning

Embraces Change

Results-Oriented

Analytical Thinking/Data Analysis

Financial Excellence

Communicates with Clarity

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