

Belgium Jobs Expertini®

Therapy Specialist – Kidney Care Belgium

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Company: Baxter

Location: Belgium

Category: other-general

Vantive: A New Company Built On Our Legacy

Baxter is on a journey to separate our ~\$5B Kidney Care segment into a standalone company. Vantive* will build on our nearly 70-year legacy in acute therapies and home and in-center dialysis to provide best-in-class care to the people we serve. We believe Vantive will not only build our leadership in the kidney care space, it will also offer meaningful work to those who join us.

At Vantive, you will become part of a community of people who are focused, courageous and don't settle for the mediocre. Each of us are driven to help improve patients' lives worldwide. Join us as we revolutionize kidney care and other vital organ support.

*Completion of the proposed separation of Kidney Care from Baxter into a standalone company (to be named Vantive) remains subject to the satisfaction of customary conditions.

Your Role at Baxter

THIS IS WHERE you build trust to achieve results !

As a **Therapy Specialist** , you take pride in representing Baxter and our products. Your keen understanding of our deep portfolio of products and belief in the value and quality they provide to patients fuels your confidence. Our customers trust you and appreciate your knowledge and curiosity when finding solutions to meet their needs. You enjoy being on location, forming relationships, and establishing trust with the doctors and nurses who use our Kidney care solutions every day.

You will be responsible for assisting the sales team by providing product & clinical training & support internally as well as externally to help achieve team sales targets and customer

satisfaction for Home Hemodialysis and dialyzers in Wallonia.

Further responsibility will include providing outstanding training to patients and nurses on Home Therapies with focus on Wallonia and secondarily in Flanders region.

Your Team

We embrace opportunities to connect with the doctors and nurses that use our products every day to save and sustain lives. Observing their work, understanding their needs, and building strong partnerships are integral to our success.

Our **Kidney Care Benelux Team** is a friendly, collaborative group of people who push each other to do better every day. We find unique strategies to close deals and expand our skills by challenging ourselves and others. Whether out in the field with a partner or tackling challenges with your territory team, you always have camaraderie and support to help accomplish your goals.

What you'll be doing

Work alongside the sales & marketing teams to develop, provide and maintain high quality and effective educational programs for nurses, medical teams.

Proactively drive appropriate initiatives at local level following new product launches and / or revised methods of product positioning..

Implement and support roll out of clinical messaging campaigns.

Act as a guide / mentor / tutor to Baxter & partner 'nurse trainers'.

Maintain accurate records of all educational programs and attendees

Visit the customer base required while acting as a role model for customers, users and colleagues in working towards continuous improvements of local standards

Establish and maintain effective working relationships with all customers / users proposing innovative solutions and explaining Baxter's offer and advantages

Operate within clearly defined operational procedures and protocols, made available by Baxter and work towards constantly reviewing these as and when required

Assist in the planning, organization and implementation of study days / courses on a regular basis in close co-operation with sales & marketing

Maintain vigilance at all times for competitor activities and ensure that sales & marketing team members are immediately informed of new findings

Maintain and develop own professional and educational credibility by keeping up to date with current issues within own field of expertise, facilitating the education of customers, patients, nursing staff, ... through knowledge sharing and appropriate use of educational resource materials

Attend and participate in all required exhibitions, congresses, educational projects and customer events

Deal with customer complaints and operational and clinical issues while taking appropriate actions following internal processes and procedures

Lead clinical project agreements signed with target customers

What you'll bring

Bachelor's degree in nursing or medical / paramedical, with preferably dialysis nurse experience

Fluency in Dutch/French and English is a must.

Ability to apply scientific / clinical knowledge to support the customer

Strong interpersonal skills and ability to present with personal impact

Assuring continuity in customer support

Working autonomously

Selling skills & techniques

Technical capabilities to use the products depending on product portfolio

Problem solving

Team oriented

Comply with regulations and standards and protect Baxter's public reputation

#LI-SB1

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