

For our Client, international, innovative pharmaceutical Company, we are currently looking for:

## **SALES MANAGER PRIMARY CARE**

**(SM)**

Lokalizacja: Warszawa

### **Responsibilities:**

- Manage Sales Force team to ensure the highest level of professional sales management to achieve a market leading position by delivering budgeted or above sales, growth and market share;
- Together with the superior sets high quality Strategic plans;
- Collect market information and analyze, interpret and present relevant data, conclusions and recommendations based on competitor analysis, trends and product performance information;
- Find out & action on upcoming market opportunities according to company priorities;
- Identify Sales Force Effectiveness improvement opportunities and drive best practices across Areas/regions;
- Ensure Sales & Territory Action Plans (TAP) are in line with the Business Action Plans;
- Lead the organization, implementation and communication of the Sales campaigns together with the Marketing team;
- Develop new sales excellence culture: driving standards of excellence and developing capabilities, especially coaching and selling skills;
- Assessment, coaching and feedback on job performance of direct reports;
- Demonstrate business ethics by respecting values, ethical behaviour, local laws, policies and procedures by Sales Force;
- Ensure PR activities with customers & opinion leaders and represent the company in external meetings
- Organises team-building & developing projects to encourage & unite the whole SF team under one company strategy & goals;
- Develop effective working relationships with Marketing, Medical, Corporate, HR, Business Finance to ensure coherence between sales & business strategies (local and international);

### **Requirements:**

- Master's degree and fluency in English;
- At least 6 years Management experience in the Pharmaceutical industry; The experience from FMCG sector is a benefit; Marketing experience is a benefit;
- 4 years experience as FLSM/SLSM/BUM (smaller company);
- Experienced in Business Development Area; Strategic mind with business understanding;
- Experienced in People Management Area; Natural Leadership;
- Experienced or potential in Change Management Area;
- Very ethical person;
- Passion and Energy in action; Commitment;
- Self driven and self motivated;
- Seniority;
- Strong decision-making skills;
- Good knowledge of pharmaceutical law;

CV ze zdjęciem w języku polskim prosimy przesyłać bezpośrednio na adres:

[justyna.paluch@knap.biz.pl](mailto:justyna.paluch@knap.biz.pl)

W tytule wiadomości prosimy wpisać nr referencyjny (SM). Gwarantujemy dyskrecję; Zastrzegamy sobie możliwość kontaktu jedynie z wybranymi osobami;

Prosimy o zamieszczenie w CV następującej klauzuli:

„Wyrażam zgodę na przetwarzanie moich danych osobowych przez firmę Knap Consultants Sp. z o.o. w celach niezbędnych dla realizacji procesu rekrutacyjnego (zgodnie z ustawą z dnia 29.08.97 o ochronie danych osobowych Dz. U. Nr 133 poz. 883)”.