

FLEN HEALTH VACANCY

Vacancy	:	KEY ACCOUNT MANAGER
Contact	:	Liesbet Saen, HR Officer
Full-time/part-time	:	FT
Starting date	:	As soon as possible
Type of contract	:	Fixed term of 1 year (with possibility to extend)



The organisation:

Flen Health is an international, innovative wound care group with companies based in Luxembourg, Belgium, Netherlands, Germany and UK.

In a few years' time, it gained a leading position in the Belgian wound care market, its Home market and is working towards reaching this on an international level. This result is due to a twofold reason: (1) dedicated people (2) products combining innovation with significant progress in wound care, inspired by our motto: ***We help you live the life you love.***

We are looking for a full time, dedicated, experienced Key Account Manager for immediate start.

As Key Account Manager you are transmural responsible for the sales of Flen Health products and services in the Middle of the Netherlands.

Tasks and responsibilities:

- Translate the strategic guidelines to a dynamic cycle plan for each focus area in his/her territory
- Establish regular reporting such as:
 - Weekly activity level reporting in CRM system
 - Weekly update of the calendar planning in CRM system
 - Long-term calendar planning to optimize visits
- Participate to field inquiries and other PMS activities to assist marketing, quality and other departments.
- Maintain and enlarge commercial contacts with crucial key clients, high potentials or decision making units (DMU's) in order to build a long term relationship and achieve the assumed turnover. DMU's are to be defined through a mapping, which needs to be regularly reviewed in consultation with the manager and updated in the CRM system.
- Winning new customers (GPs, Hospitals, Homecare market, Wound Networks, nursing homes, care homes, revalidation centers).
- Negotiate and close (long term) contracts and tenders with DMU's that offer prices/conditions that are interesting for both client and company.

- Initiate actions towards strategic clients in collaboration with Head of Sales or Field Sales Manager and the other departments with the aim of creating customers' loyalty and products' knowledge.
- Assess and follow-up trends and evolutions of customers / institutions in order to be able to respond to future needs / opportunities of the customers and of Flen Health.
- Continuously keep up with evolutions and developments by keeping her/his knowledge up to date in order to deliver a credible service that is based on actual knowledge.
- Initiate, execute and follow-up formation in (the therapeutic areas of) Flen Health products in the intramural and extramural market.

Requirements:

- Degrees: Level HBO or equivalent through experience
- You have at least 3 years of relevant experience in sales among which 2 preferably within the intramural and extramural market.
- Previous experience in Account Management or Territory Sales within the wound care sector is an asset
- You are fluent in Dutch and a good knowledge of English
- You have an entrepreneur mindset and know how to combine resources in order to offer custom made solutions to the customers.
- You are highly organized and a team player.

We look forward to receive your application at the following email address:

jobs@flenpharma.com