

Key Account Manager, Haematology - Southern UK

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Company: Astellas Pharma Inc.

Location: United Kingdom

Category: other-general

About This Job This is an exciting opportunity to become a key team member of the Oncology / Haematology Sales franchise at Astellas, focusing on our targeted therapy for Acute Myeloid Leukaemia. The role covers all of Southern UK but focusing on key tertiary Haematology centers. You will be responsible for driving the development of Astellas Oncology business within the accounts to optimise sales, market share and profitability targets across the territory account management and execution of plans by self and extended team as relevant to each account. You will be part of an inclusive team that works to develop innovative therapies for patients. Key Activities for this role:

Responsible for the development of Astellas Oncology business within the accounts, achieving and exceeding sales, market share and profit targets.

Develop a robust local business plan involving relevant partners and stakeholders such as Oncology Healthcare Access Managers and Medical Scientific Liaison Manager, which clearly outlines the territory strategy, activities and budgets required.

Account by account analysis should be undertaken to establish the account potential, and likelihood of delivering the defined potential in each account.

Build strong and lasting relationships with all relevant customers and understand and utilise influence amongst these customers.

Manage local budgets efficiently and effectively according to local business plans, customer needs and changing business needs dependent on the changing NHS or internal demands.

Maintain excellent knowledge of Astellas product data, disease states, medical understanding, and competitor data as well as regulatory, developments and internal policies and processes.

Essential Knowledge & Experience:

Sound Pharma and NHS knowledge.

Malignant haematology Key Account Management experience.

Successful sales record.

Demonstrable Key Account Management ability

Experience of having worked some of the key London private accounts.

Preferred Knowledge & Experience:

Ideally, life sciences-related degree.

Market access experience is beneficial.

Previous experience working with diagnostics within the cancer arena is preferred.

Educations/Qualifications:

Bachelor's degree in life science or equivalent.

(ABPI) Association of the British Pharmaceutical Industry qualified.

Additional Information:

This is a permanent, full-time position.

This position is field-based in Southern UK and as reasonably required by the business, travel is expected in line with your role.

Some limited, occasional travel in the UK (including overnight stays).

What We Offer:

A challenging and diversified job in an international setting.

Opportunity and support for continuous development.

Inspiring work climate.

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

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