

United Kingdom Jobs Expertini®

Key Account Manager, Oncology/Haematology - London & Southeast

[Apply Now](#)

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/Hematology Sales franchise at Astellas, initially primarily focused on our flagship brand within Prostate Cancer with additional responsibility within Acute Myeloid Leukaemia (AML), we are also looking to exciting upcoming launches in both Stomach and Bladder cancers within the UK. The role involves key hospitals in and around London and working within the private sector. 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.

Previous experience of success as an Oncology KAM with experience within Prostate Cancer and / or Urothelial Cancer desirable.

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.

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 London & Southeast, 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.

[Apply Now](#)

Cross References and Citations:

1. [Key Account Manager, Oncology/Haematology - London & Southeast Softwareengineeringjobs Jobs United KingdomSoftwareengineeringjobs ↗](#)
2. [Key Account Manager, Oncology/Haematology - London & Southeast Searcheruropeanjobs Jobs United KingdomSearcheruropeanjobs ↗](#)
3. [Key Account Manager, Oncology/Haematology - London & Southeast Marketingjobs Jobs United KingdomMarketingjobs ↗](#)
4. [Key Account Manager, Oncology/Haematology - London & Southeast Asiajobscareers Jobs United KingdomAsiajobscareers ↗](#)
5. [Key Account Manager, Oncology/Haematology - London & Southeast Phoenixjobs Jobs United KingdomPhoenixjobs ↗](#)
6. [Key Account Manager, Oncology/Haematology - London & Southeast Francejobs Jobs United KingdomFrancejobs ↗](#)
7. [Key Account Manager, Oncology/Haematology - London & Southeast PerujobsJobs United Kingdom Perujobs↗](#)
8. [Key Account Manager, Oncology/Haematology - London & Southeast Geologyjobs Jobs United KingdomGeologyjobs↗](#)
9. [Key Account Manager, Oncology/Haematology - London & Southeast Botanyjobs Jobs United KingdomBotanyjobs ↗](#)
10. [Key Account Manager, Oncology/Haematology - London & SoutheastBahrainjobs Jobs United KingdomBahrainjobs ↗](#)

11. Key Account Manager, Oncology/Haematology - London & Southeast
Dataanalyticsjobs Jobs United KingdomDataanalyticsjobs ↗
12. Key Account Manager, Oncology/Haematology - London & Southeast
UkjobopportunitiesJobs United KingdomUkjobopportunities↗
13. Key Account Manager, Oncology/Haematology - London & Southeast
Colombiajobs Jobs United KingdomColombiajobs ↗
14. Key Account Manager, Oncology/Haematology - London & Southeast
Courtjobs Jobs United KingdomCourtjobs ↗
15. Key Account Manager, Oncology/Haematology - London & Southeast
Kazakhstanjobs Jobs United KingdomKazakhstanjobs ↗
16. Key Account Manager, Oncology/Haematology - London & Southeast
Hungaryjobs Jobs United KingdomHungaryjobs↗
17. Key Account Manager, Oncology/Haematology - London & Southeast
GulfjobscentraJobs United KingdomGulfjobscentral↗
18. Key Account Manager, Oncology/Haematology - London & Southeast
Textilejobs Jobs United KingdomTextilejobs↗
19. Key account manager, oncology/haematology - london & southeast
Jobs United kingdom ↗
20. AMP Version of Key account manager, oncology/haematology - london &
southeast ↗
21. Key account manager, oncology/haematology - london & southeast
United kingdom Jobs ↗
22. Key account manager, oncology/haematology - london & southeast
JobsUnited kingdom ↗
23. Key account manager, oncology/haematology - london & southeast
Job Search ↗
24. Key account manager, oncology/haematology - london & southeast
Search ↗
25. Key account manager, oncology/haematology - london & southeast
Find Jobs ↗

