

## Virtual Aesthetic Account Manager - South London, Essex, Suffolk and Norfolk

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Company: Merz Aesthetics UK and Ireland

Location: United Kingdom

Category: other-general

**ROLE PURPOSE**As a Virtual Aesthetics Account Manager this role will be responsible to deliver sales through account management to contribute to regional and national sales targets for the Merz Aesthetics portfolio. The role will be responsible for creating and maintaining quality professional relationships by providing customers with access to an account manager, business resources, educational platforms, and to help them achieve their professional aspirations. In addition, to plan and carry out the promotion of the Merz Aesthetics portfolio while identifying and exploring new customers and utilising internal and external resources such as Veeva, social media, and third-party producers of data. The Virtual Aesthetic Account Manager Role is a fully virtual customer contact.

**MAIN RESPONSIBILITIES** (include but not limited to) Sales management of all customers within the defined territory providing a principal point of contact with the overall objective with the aim of delivering year-on-year growth. Plan and carry out the promotion of the Merz Aesthetics UK Ltd product range to HCPs to meet territory and regional sales objectives. To create and maintain quality professional relationships with new and existing HCPs. To develop business plans and employ an account management approach that will ensure a rapid realisation of sales within the territory. This will include working closely with the aesthetics multi-disciplinary team.

**KEY WORKING RELATIONSHIPS** Build and manage quality relationships with new and existing HCPs who are decision makers/influencers. Close cross-functional working with internal team which may include but not be limited to Sales colleagues, KAM Teams, Marketing Manager and Regional Sales Manager to lead, shape and optimise customer strategies across priority accounts. Influence relevant gate

keepers/clinic staff to present the opportunity to HCPs. Share relevant customer information with multi-disciplinary team and where appropriate generate new leads. Maintain a supportive and professional working relationship with external Merz partnerships. Influence and educate HCPs and their networking teams. QUALIFICATIONS, EXPERIENCE & KNOWLEDGE Preferred Life Science, nursing or (para)medical background/ experience within sales. A strong focus and appreciation for the value of key working relationships with an understanding of key account management. Customer engagement skills: ability to understand systems and resources available to drive sales success. ABPI Qualified or working towards completion COMPETENCY REQUIREMENTSTeamwork Passion for results Personal Accountability Open and Transparent Developing Self Innovation OUR BENEFITS 25 days Annual Leave, increasing with length of Service Private Medical Insurance Life Assurance Cover Dental Care Pension Scheme Enhanced Maternity Scheme Cycle Scheme Employee Referral Scheme Eyecare Vouchers Health Vitamins Collaboration in multi-functional international teams Great development opportunities and on the job training ABOUT USSince creating one of the first anti-wrinkle moisturising creams in 1953, Merz has been a driver in innovation in the field of aesthetic medicine. We continue to expand our leadership in medical aesthetics through the unique treatment solutions we provide and our global professional training and education platforms. We believe the aesthetic medicine is an integral part of wellness and self-care, and whether a patient's goal is rejuvenation or prevention, the real outcome of an aesthetic treatment is how they feel. Merz Aesthetics is committed to advancing medicine in aesthetics, striving to fulfil Merz' vision: To help people look better, feel better, and live better. We offer an aesthetic portfolio with a range of treatment options (device and injectables) that allows Healthcare Professionals to use Merz Aesthetics technologies to treat a broad range of patients' concerns. Our comprehensive product offering ranges from a full line of dermal fillers and skin-tightening and lifting device.

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