

Saudi Arabia Jobs Expertini®

Key Account Associate

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Company: Astellas Pharma Inc.

Location: Saudi Arabia

Category: other-general

About This Job This is an exciting new opportunity for a Key Account Associate to be based in Riyadh, Saudi Arabia. In this role, you will be responsible for the sales performance of the Astellas Oncology portfolio through effective territory management, expert disease area and product knowledge and through the building of strong relationships with HCPs and payer organisations. Hybrid working: At Astellas we recognise that our employees enjoy having balance between their professional and home lives. We are proud of our hybrid approach which empowers you to have flexibility on whether to work from home or in the office. Key Activities:

Meet the assigned targets for profitable sales growth in assigned portfolio and geography; Proactively supports team/colleagues to deliver effectively; sets clear expectations, priorities, and objectives utilizing resources for optimum performance.

Identify and close on business opportunities through active collaboration with team members; Build and maintain a strong network with Key External Experts and other external stakeholder to promote Astellas' partnership and collaboration.

Continuously enhance therapy and market knowledge, sales and personal skills;

Maintain the highest level of pharmaceutical business ethics; Fosters a culture where everything is done to enhance value to patients.

Maintain compliance with all appropriate regulatory requirements, applicable guidelines and SOP's.

Essential Knowledge & Experience:

Proven MNC experience in Pharmaceutical industry in direct field sales with demonstrated ability to launch new therapies.

Experience in Oncology Therapy area is a must

Extensive user knowledge of MS Office package (Excel, Power Point, Outlook)

Fluency in English and Arabic both written and spoken

Preferred Knowledge & Experience

Ability to work independently and engage with excellent communication skill

Result-driven, high sense of urgency, strong customer orientation

Educations/Qualifications

Bachelor's in Pharmacy or equivalent

Additional information

This is a permanent, full time position

The position is based in Riyadh

Candidates willing to relocate to Riyadh can also apply.

This position is field based in KSA and 40% travel is expected in line with your role.

Must be a Saudi National

What We Offer

Being part of a global organization contributing towards improved patient lives

Opportunity and support to continuous development

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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