

Rare Diseases Manager

Job ID
REQ-10012684
Jun 23, 2024
Belarus

Summary

Achievement of target company growth, realizing the potential of effective strategic sales channels and key customers based on cross-functional cooperation.

About the Role

Major accountabilities:

- Promotion of the company's products for treatment of patients with rare diseases.
- Making a forecast for providing patients with rare diseases.
- Development of an activity plan with the involvement of key specialists and decision makers to increase awareness and increase access to drugs for patients with rare orphan diseases.
- Identification of key opinion leaders for building long-term partnerships with them. Development of relationships with opinion-leaders.
- Information support on the company's products.
- Interaction with decision makers about providing patients, in order to increase the availability of the company's drug and improve the quality of life of patients with rare orphan diseases.
- Development and implementation of National and regional projects together with a cross-functional team to improve care for patients with rare orphan diseases.
- Negotiating with healthcare authorities and partners on the potential inclusion of the company's drugs in the formulary of health care facilities and regions, drug provision programs.
- Implementation of the strategy of promoting the company's products, developed and presented by the marketing department, in accordance with the requirements of the legislation of Belarus.
- Control of supplies and timely provision of the patients with the treatment.
- Creating and maintaining a customer base with an assessment of the business potential of customers.

Key performance indicators:

- Achievement of individual goals for promoted products in the assigned regions.
- Number of visits and coverage in compliance with .
- Perform visits and coverage in accordance with the standards set by the company.
- Knowledge of the products - checked by means of written and oral tests at the discretion of the Immediate Supervisor or a person replacing him.
- Availability and compliance with the schedule of visits. A plan of visits for a month should be formed in a timely manner.
- Timely reporting in CRM system.
- Availability of a client database with segmentation (potential, loyalty, category and frequency of visits) valid for the current month.

Minimum Requirements:

- University degree, medical or pharmaceutical education (desirable).
- Successful experience in promoting pharmaceuticals (hospital segment, budget channel) for more than 3 years. Work experience as a key account manager in the hospital segment at least 1 year.
- High level of responsibility to clients.
- Understanding and striving for ethical work practices.
- Result oriented.
- Good understanding of the pharmaceutical market, knowledge of the territory and customers (as an advantage). Knowledge of the specifics of public procurement, main suppliers and consumers.
- Intermediate English proficiency (will be an advantage).
- Confident MS Office user.
- Having a driving license of category B and driving experience.
- Readiness for business trips.
- Ability to work in a team; focus on achieving results, developed communication and negotiation skills, confident communication and presentation skills.

Skills:

- Account Management.
- Compensations Management (Employees).
- Computer Programming.
- Cosmetics.
- Crm (Customer Relationship Management).
- Customer Care.
- Field Sales.
- Key Account Management.
- Merchandising.
- Multitasking Skills.
- Office Administration.
- Patient Care.
- Procurement.
- Promotion (Marketing).
- Sales.
- Sales Operations.
- Strategic Leadership.
- Support Services.

Languages :

- English.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?
<https://www.novartis.com/about/strategy/people-and-culture>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:
<https://talentnetwork.novartis.com/network>

Division
International
Business Unit
Innovative Medicines
Location
Belarus
Site
Belarus
Company / Legal Entity
BYP0 (FCRS = CH024) NPHS AG RO Belarus
Functional Area
Sales
Job Type
Full time
Employment Type
Regular (Sales)
Shift Work
No
[Apply to Job](#)
Job ID
REQ-10012684

Rare Diseases Manager

[Apply to Job](#)

Source URL: <https://prod1.id.novartis.com/id-en/careers/career-search/job/details/req-10012684-rare-diseases-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Belarus/Rare-Diseases-Manager_REQ-10012684
4. https://novartis.wd3.myworkdayjobs.com/en-US/Novartis_Careers/job/Belarus/Rare-Diseases-Manager_REQ-10012684