

Sales Manager Therapeutic Apheresis and Cell Therapy

**Are you ready to make a meaningful difference in a leading pharmaceutical company?
Join us, let's empower the health of our patients together.**

Fresenius Kabi is an international healthcare company specialized in life-saving medicines and technologies for infusion, transfusion and clinical nutrition. Our products and services are used in the care of seriously and chronically ill patients.

Responsibilities

As Sales Manager you ensure the development of sales and margin for the therapeutic apheresis and cell therapy products; and services to health professionals' industry, leaders in the biotech and pharma business by prospecting and retaining in a designated region: Belgium and Netherlands in accordance with the given objectives.

Your main responsibilities will be:

- Analyze the BENE market and define a local development strategy in line with the Market Unit's business objectives
- Identify customer needs and translate them to the Business Unit so that our products remain at the forefront of innovation
- Seeking opportunities and acting proactively
- Formalize commercial offers for products and services, respond to local/national tenders with the support of the market unit
- Build strong customer relationships
- Promote and carry out training on the use of our products and good practices for healthcare professionals
- Participate in regional and national congresses and events
- Flexibility to travel frequently as per business requirements
- Keeping CRM up to date
- You represent the Fresenius Kabi brand name and mission in the field
- You interact closely with customers and internal collaborators and especially with the field application engineer to support key accounts.
- You report to the Sales & Marketing Manager France BeNeLux with a dotted line to The Commercial Director Cell and Gene Therapy EMEA

Qualifications

- Master's or Ph.D. in Life Sciences (Biotechnology engineer, Biology, Biomedical Engineering, Medicine, Hematology)
- Min. first experience in the sale of high value-added healthcare equipment and services
- Hands-on GMP lab or transfusion medicine experience is preferred
- Experience using Microsoft Office
- Excellent language knowledge of French & good knowledge of English or Dutch
- Results oriented & client oriented
- Passionate, enthusiastic and proactive

Offer

- You will join a small, efficient team → short communication lines, clear long-term and short-term strategy
- Profound product and commercial training (in line with the current knowledge)
- A complete and competitive salary package
- Company car, Fuel Card, Iphone, Laptop, tablet
- 33 holidays

Apply

Are you eager to start in your new position? Then apply via
bene.humanresources@fresenius-kabi.com
HR Officer: Annick Ballon