



Account Manager Nutrition Systems (Netherlands)

**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. We are committed to life!

Responsibilities

As Account Manager Nutrition Systems:

- You visit different HCP: critical care units, endoscopy, gastro-enterology, dieticians, pharmacists, technical department
- Account management for whole Netherlands → priorities are important
- You define Key Opinion Leaders / Decision Makers
- You identify needs / opportunities
- You formalize commercial offers for products and services, respond to local/national tenders
- You build strong long term relationships
- You guide the client through implementation by training concerned HCP's
- You will report to the Sales & Marketing Manager

Qualifications

- Having a network in the field of endoscopy / clinical nutrition is key
- A dynamic, passionate and energetic person
 - Now working in the hospital at the endoscopy / clinical nutrition department and looking for a commercial challenge
 - Now working as an account manager in the field of endoscopy / clinical nutrition and ready for a next step
- You are hands-on and not afraid of giving tips & tricks at the placement of a feeding tube
- You can follow up a big installed base of feeding pumps → give trainings, organize implementations, offer solutions, ...
- You are result & client oriented
- You run the extra mile

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
- Laptop, smartphone, tablet

Let's meet

Are you eager to know more about this position? Or are you totally convinced and do you want to apply? Please contact: bene.humanresources@fresenius-kabi.com

HR Officer: Annick Ballon