

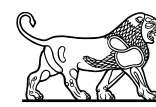


## Job Description

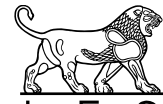
Please fill in this form and save it as described in SOP 000151.

• Dermatology  
beyond the skin

Background information	
<b>Name of employee</b> (John Doe)	<b>LEO-id</b>
<b>Revised</b> (date and version)	
<b>Title</b> (E.g. Specialist, coordinator, project manager, Head of Department etc.)	Biologics Account Manager
<b>Department name</b> (e.g. Patient Solutions Thrombosis)	Psoriasis Business Unit
<b>Org. Unit ID (optional)</b> (e.g. 30030281)	
<b>Location</b> (Country/State/Provence/Region or City)	UK Field Based
<b>Job type</b> (e.g. Business Administration & Support, see Pulse for more info, <a href="#">here</a> )	Sales
<b>Job Level</b> (e.g. P3, see Pulse for more info, <a href="#">here</a> )	P3
<b>Immediate manager title</b> (Reports to e.g. Vice President Sourcing)	Regional Business Manager
Business responsibility (if applicable)	
<b>No. of direct reports</b>	<b>Business responsibility (if applicable)</b>
<b>Financial magnitude</b> (Budget owner, P/L, Sales and/or Cost)	Local territory Budget responsibility
<b>Authority</b> (Areas where the position holder is accountable)	0
Objectives and tasks	
<b>Overall objective</b> (Short description of the overall objective of the position - the purpose of the role)	<i>As a Biologics Account Manager you will have full responsibility and accountability for driving and managing the Bio-Dermatology business on your territory. Using an Account Management approach you will target specific business accounts driving sales growth, through market access and advocate development. You will have the freedom to liaise with key customers and stakeholders within secondary care and across the broader</i>



	<p><i>local health care economy with the objective of achieving both territory business goals, and maximising patient and prescriber satisfaction from their treatments.</i></p>
<p><b>Role and responsibilities</b> (Short description of the tasks and responsibilities which are key to the role. List in prioritised order)</p>	<p><i>Delivery of business and sales targets within a defined geographical territory.</i></p> <p><i>Development and Maintenance of high-quality account plans, updated regularly and tailored to deliver business goals within identified account geography.</i></p> <p><i>Increasing the prescribing of our Bio-Dermatology portfolio through effective promotional activities to influential customers across the healthcare economy.</i></p> <p><i>Cultivate productive and collaborative relationships with key internal and external stakeholders that will realise business outcomes in the short, medium and long term.</i></p> <p><i>Ensure adherence to all LEO compliance frameworks and ABPI guidelines.</i></p> <p><i>Developing innovative projects that benefit patients and bring value to stakeholders and to LEO</i></p>
<p><b>Key working relationships</b> (Interface and cooperation with e.g. internal functions or external partners)</p>	<p><i>Building effective relationships with HCPs, payers and patient groups</i></p> <p><i>Leading the internal local cross-functional team around account and territory specific plans and objective (Market Access, Medical Marketing, Stakeholder relations etc.)</i></p>
<p><b>Job specific competencies</b></p>	
<p>Requirements to e.g.</p> <ul style="list-style-type: none"> <li>• <b>Professional competencies</b> (education, training, experiences)</li> <li>• <b>Business insights</b> (knowledge of the business and industry)</li> <li>• <b>Behavioural competencies</b> (demonstrated behaviours – see Pulse for more info, <a href="#">here</a>)</li> </ul>	<p><b>Essential Professional Competencies</b></p> <p>Educated to Degree level or equivalent</p> <p>Full driving licence</p> <p>ABPI qualification</p> <p>Proven record of ability to work independently and take ownership and accountability of results.</p> <p>IT proficiency with Microsoft office suite (Word, Outlook, Powerpoint and Excel)</p> <p>Evidence of persistence in achieving business objectives.</p> <p>Proven record of achieving sales success.</p> <p>Good understanding of Key Account Management with a proven track record of influencing prescribing and decision making with non-prescribers.</p> <p><b>Desirable Business Insights:</b></p>



<p>Educated to Degree level or equivalent within a scientific subject</p> <p>Experience within biologics, ideally in dermatology</p> <p>Expertise in contracting, negotiation, securing funding and access for Biologics and high cost medicines</p> <p>Awareness of local health service policies and structure relevant to job role (e.g. Wellards diploma or equivalent)</p> <p>Evidence of skills required to gain formulary / protocol inclusion or similar process.</p> <p>Recent Experience of working within pharmaceutical industry role</p> <p>Customer knowledge and experience of designated territory</p> <p>Experience of successful cross functional team collaboration.</p> <p><b>Behavioural Competencies:</b></p> <ul style="list-style-type: none"><li>- Customer Focus</li><li>- Strategic Mindset</li><li>- Communicates Effectively</li><li>- Plans and aligns</li><li>- Drives Results</li><li>- Collaborates</li><li>- Nimble Learning</li><li>- Manages Ambiguity</li><li>- Action Oriented</li></ul>	
<p><b>Job description hereby understood and agreed:</b></p> <p>Date:</p> <p>-----</p> <p>Employee's signature</p>	<p><b>The correctness of the job description is hereby confirmed:</b></p> <p>Date:</p> <p>-----</p> <p>Manager's signature</p>

**Acknowledgement**

LEO Pharma reserves the right to make modifications to this job description as deemed necessary by changing position and business requirements.

The job description is a requirement under LEO Pharma's Quality Management System. It does not form part of the employment agreement between the employee and LEO Pharma and cannot be relied on in this respect.