



Biodermatology Account Manager

Location: Hurley, UK

Posted Date: October 2021

• **Dermatology**
beyond the skin

Are you interested in working at LEO Pharma in the UK?

At LEO Pharma, we are pioneering together.

We help people with skin diseases live fulfilling lives by advancing dermatology beyond the skin.

We drive dermatology with our knowledge, collaboration and curiosity. We are at the forefront of science in developing new medicines for dermatology. Each one of us at LEO Pharma can make a real impact in our everyday work. We encourage each other to explore new ways of doing things. We are empowered to be bold and take initiative to bring our ideas to life – and we have the space to develop, grow and gain a real breadth of experience. We are a company built on mutual respect and a shared sense of purpose, driven by our caring culture and a deep-rooted commitment to helping others. As a purpose-driven company, we put patients first and invest in tomorrow's solutions to change lives for generations to come. This is what makes us different!

For us, pioneering together is about constantly improving and extending what's possible for each other, our company, and our patients.

Job purpose: To have full responsibility and accountability for driving and managing the Biodermatology portfolio for your given Geography using an account management approach in order to achieve agreed sales targets through customer engagement, market access and advocate development. To act with integrity, energy and agility in all activities enhancing the customer experience of our organisation and live the LEO Pharma values.

Job Responsibilities:

- Full responsibility and accountability for the delivery of the Biodermatology business and sales targets in a competitive environment within a defined geographical territory.
- Delivery of agreed business and sales goals through targeted key accounts, expert mapping and successful delivery of critical success factors.
- Development, maintenance and execution of high quality account plans, using key account management techniques to target critical accounts.
- Excellent detailed and strong stakeholder engagement; highly skilled in using a customer relationship approach to capture valuable insights around their needs and expectations.
- Multichannel plan / approach in field, engagement via virtual meetings and face to face meetings based on stakeholder preference and availability
- One team collaboration - working as one with the cross-functional team locally regionally and globally in a matrix environment.

LEO Pharma

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- Compliance with LEO internal processes and relevant external codes and guidelines, specifically ABPI / IPHA codes

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Professional Competencies:

- Life science, business degree or equivalent
- Excellence in customer selling, scientific data and negotiation
- Experience in complex, high value medicine environment
- Experience with multichannel plan setting and implementation
- Proven ability to work independently and take ownership and accountability of results
- Excellence in strategic hospital account management and planning
- Successful track record on working as part of a cross functional team
- Full valid driving licence
- IT proficient