



## **Dermatology Account Manager**

**Location:** Northern Ireland, UK

**Posted Date:** September 19, 2021

**Job Requestion Number:**

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 accountability for the business and achieve agreed sales targets through effective planning, influencing and execution, ensuring that our customers and patients benefit from LEO products and achieve healthy skin. To operate with the highest standards to enhance the reputation of LEO Pharma as a leader in the field of Dermatology. To act with integrity, energy and agility in all activities enhancing the customer experience of our organisation and live the LEO values.

### **Job Responsibilities:**

- You will have responsibility and accountability for managing the dermatology business on your territory and will be expected to conduct calls with customers using a combination of face-to-face, remote and multichannel marketing to achieve agreed sales targets and business objectives.
- Use Key Account Management techniques to target business critical accounts and customers, driving sales growth through direct promotional activity, market access and advocacy development with stakeholders across primary, secondary and the broader health care economy.
- Delivery of business and sales goals within a defined geographical territory through targeted key accounts and successful delivery of critical success factors.

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beyond the skin**

### **LEO Pharma**

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- Development and maintenance of high-quality account plans updated regularly in Veeva CRM and tailored to deliver business goals within identified account geography.
- Cultivate productive and collaborative relationships with key internal and external stakeholders to realise business outcomes in the short, medium and long term to ensure sales success and preparation for future launches while generating expertise of the local health economy.
- Operate as part of a high-performing team, harnessing the skills and experience of colleagues while actively contributing to a culture of engagement, courage and compliance to achieve positive outcomes for customers and patients.
- Responsible for the achievement of key business metrics by account, while utilising strategic deployment of resources to optimise local sales results.

#### **Professional Competencies:**

- Educated to degree level or equivalent
- Full valid driving license
- IT proficiency with Microsoft Office suite
- Min 2 years pharmaceutical industry sales experience and ABPI qualification
- Examples of persistence and resilience in achieving business objectives in a challenging or ambiguous environment
- Excellence in execution, being action orientated to achieve outcomes in a timely manner