



Thrombosis Account Manager

Location: South Dublin, Ireland – field based

Posted Date: 23rd July 2021

Job Requestion Number:

● **Dermatology**
beyond the skin

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

At LEO Pharma, we are pioneering together.
Advancing the care of patients with Thrombosis

We drive both the Dermatology & Thrombosis therapy areas with our knowledge, collaboration and curiosity. We are at the forefront of science in developing new medicines.

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 enable the UKIE to deliver on its commitment to our customers, external stakeholders and LEO Pharma with simple, efficient and agile processes and rigor that release energy to our organization.

Job Responsibilities:

- Accountability for the delivery of agreed sales targets
- To develop and grow LEO products through key activities in key accounts
- To develop & implement robust Key Account Plans on territory
- To develop targeted KOL plans in key accounts, in line with the strategic business focus
- To drive return on investment through targeted activities at territory level

Professional Competencies:

- Proven success within pharmaceutical hospital sales
- An understanding of the anti-coagulation market dynamics and its competitors
- A science background - desirable
- Strong commercial awareness
- A good understanding of the current Health Service environment and its relevant stakeholders
- Haematology and/or Oncology experience - desirable
- Ability to demonstrate strong Key Account Management success in a highly competitive environment
- Key Opinion Leader (KOL) development experience

LEO Pharma

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