



FIRST CHOICE CONSULTING AG

First Choice Consulting AG

Hirschmattstrasse 3

6003 Luzern

Samuel Amrein, Managing Director

Office: +41 (0) 41 220 80 71

application@firstchoice-consulting.ch

www.firstchoice-consulting.ch

On behalf of our customer, a global player in the development, registration and distribution of generic drugs and consumer health products with HQ in Geneva, we are looking for an experienced

KAM Sales Swiss hospitals

(French speaking or German speaking part of Switzerland)

The KAM is responsible for the management and follow-up of commercial sales activities of hospital pharmaceutical products to hospitals and clinics in the French speaking part of Switzerland. The KAM provides commercial support to Management for new products sourcing activities and to licence-in deals.

Accountabilities

The job position includes the following tasks and duties:

Sales activities:

- ✓ Acquire hospital customers and develop the sales of our hospital products to hospitals and clinics
- ✓ Manage independently its customer's portfolio
- ✓ Networking with existing (those already purchasing our products through our present Swiss distributor) and potential new customers
- ✓ Establish effective relationships and gain their trust
- ✓ Present our products and prepare tender offers and assure follow-up of commercial offers
- ✓ Assure product sales negotiations
- ✓ Look after unmet medical needs within hospitals/clinics
- ✓ Participate actively to the selling price level setting
- ✓ Propose new products and gain on demand information on therapeutical usage of products

Administrative activities

- ✓ Supervise the selling prices update
- ✓ Reporting on sales activity per hospital/clinic
- ✓ Supervise with our Supply Chain tracking of product orders and deliveries
- ✓ Perform all other duties as assigned by the Management

Personal Core Competencies

- ✓ Proactive, solution-oriented and resourceful
- ✓ Comfortable working with a wide range of customers and interacting with all levels of the organization
- ✓ Hands-on, diplomatic and consensual attitude
- ✓ Customer focused
- ✓ Attentive to details
- ✓ Able to meet deadlines and manage multiple tasks
- ✓ Reliable
- ✓ Confident, positive and ethical attitude

Skills

- ✓ Commercial awareness and strong technical sales understanding
- ✓ Transversality open communication and collaboration
- ✓ French and/or Italian language is a plus
- ✓ Communication skills, both written and spoken

Qualifications

- ✓ Medical, pharmaceutical, or scientific academic background or strong interest an asset
- ✓ Minimum 10 years executive hospital sales experience