

## Job Advertisement

<b>Position:</b>	<b>Field Sales Manager in the Netherlands</b>
<b>Supervisor:</b>	<b>Country Sales Manager Belgium/Netherlands</b>
<b>Place:</b>	<b>In the sales force/Netherlands</b>
<b>Working hours:</b>	<b>40 hours</b>
<b>From:</b>	<b>01. February 2019</b>

---

### Job description:

The Field Sales Manager will be responsible for obtaining the sales targets in the Netherlands. He/she will be responsible for the implementation of the sales strategy in the Netherlands. Ensuring current turnovers, setting the stage for future successful product launches, attracting and leading the right account managers is key in this position. The Field Sales Manager will work in close collaboration with the Benelux office in Mechelen (BE) and will report to the Country Sales Manager Benelux based in Mechelen (BE).

### Responsibilities:

- Responsible for sales of Orion Products in the Netherlands
- Develop existing business & prepare new product launches
- Recruit and lead account managers NL
- Implementation of the local legal, administrative and strategic guidelines

### Requirements

- **Competencies:**
  - Successful sales experience in pharmaceutical (hospital) market NL
  - Good insight in eco-system NL pharmaceutical market
  - Experience in oncology/urology is an asset
  - First successful people management experience is an asset
  - Excellent cross-matrix management skills
  - Entrepreneurship, self-motivation and willingness for learning
  - Active, constructive & dynamic team player

- **Qualification:**

- University degree (Master in science, medicine, business) or equivalent
- ± 10 years relevant experience in pharmaceutical business NL, with at least some years in hospital business, dealing with pharmaceutical specialties
- Language skills: Dutch (native speaker) / English (good working knowledge).
- Centrally living in NL (Utrecht-A'dam)

**Offer**

- New attractive responsible position in growing Benelux organization
- Personal development opportunities
- Competitive

We look forward to receiving your letter of motivation as well as your current curriculum vitae.

Hamburg, 17. January 2019



Tasja Klahn  
Human Resources Manager CE