

ALTER PHARMA GROUP NV

PI PHARMA UNIT - SALES

BUSINESS DEVELOPER (WALLOON REGION)

ABOUT OUR COMPANY

Alter Pharma is a Belgian group of pharmaceutical companies with headquarters in Anderlecht (Belgium) and offices in Ireland and the United States. Employing in total over 140 employees, the Group distributes a wide range of pharmaceutical products to pharmacies, wholesalers, hospitals and retirement homes. At the same time, Alter Pharma is a global player on the generics market, with around 15 molecules on the European and US market and a fully stocked pipeline of niche, complex and added value products.

Our values

Our talented staff daily work in accordance with our company values:

- We are proud of our entrepreneurial culture and foster open communication, mutual respect, professionalism and efficient decision-making and we believe that our multicultural organisation is one of our most important competitive advantages.
- We believe that timely and well considered decisions as a response to emerging opportunities and ideas is the key to our success.
- We believe that the success of the company lies in the competence, dedication and motivation of each of our employees.
- We believe that freedom returns flexibility and empowerment returns commitment.

We are currently looking for a talented Business Developer (Walloon Region) to help us proactively managing the lifecycle of the medicinal products. The successful candidate must have proven skills in B2B sales and has at least a few years relevant experience in sales (not necessary in the pharma industry).

You will be responsible for the Walloon region.

You will report directly to the companies' National Sales Manager and will be based in Belgium.

The job description

The Business Developer Walloon region undertakes full responsibility of the following:

Main tasks

- Determine and develop the sales strategy together with the National Sales & Marketing Manager and Team leader business developer
- Convince pharmacists to partner with PI Pharma and ensure the sale of contracts (partnerships)
- Actively propose commercial actions, share market information
- Work in close collaboration with the account managers, the Team leader business development and Customer Service.

- Daily reporting to the Business Development Leader Team
- Actively contribute to the self-development and development of the customer portfolio and the depth of the range
- You take a fresh look at the current way of working and develop new ideas to develop and optimize sales
- You ensure the symbiosis between PI Pharma and the pharmacist
- In case of absence of an Account Manager, take over temporary management of the region (for as long as necessary)
- A number of daily visits of 7 is requested
- Customer satisfaction must be your leitmotiv
- You are able to spot opportunities in each contact with a prospect

Your professional profile

The successful candidate has at least a first experience in the B2B sales (not necessary in the pharma industry).

You are bilingual NL/FR and have a drive license B.

Your abilities

- Hunter profile
- You are a clear communicator and have excellent time management skills
- You drive for performance (fast decision taking, positive, courage, curious, connected)
- You have an analytical mind and a eye for buy signals
- You empower people, are good in priority setting, creating trust, stimulating open communication
- You speak and write fluently Flemish and French. Other languages such as English are an asset.

Our offer

- Competitive salary
- Company car, fuel card and fringe benefits
- Strong entrepreneurship
- A corporate culture with quick decision-taking, empowerment and accountability with room for personal initiative
- We believe in our motto: “smarter, better, faster, together” and that the success of the company lies in the competence, dedication and motivation of each of our employees

For more information about our company, please visit www.alterpharmagroup.be. Motivation letter and CV can be sent to recruitment@alterpharma.be.