

ALTER PHARMA GROUP NV

PI PHARMA UNIT - SALES

DISTRICT MANAGER (BRUSSELS & 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.

For PI Pharma, subsidiary of Alter Pharma Group, we are looking for a talented District Manager. Pi Pharma is the market leader in Belgium for the parallel import of European medicines. PI Pharma was established in 2006 on the basis of a basic principle of the European Union: the free movement of goods and services. Our ambition is to become a privileged partner of Belgian pharmacists and patients. Our extensive range of products, the many years of experience of our staff in the pharmaceutical sector and our innovative character make PI Pharma a first-line partner in Belgian healthcare.

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 District Manager (Brussels & Walloon Region) who actively leads and motivates the entire sales team in Flanders and who also defines and further develops the sales strategy together with the National Sales & Marketing Manager.

The ideal candidate holds a Bachelor's degree or has relevant experience in a similar position. Experience in sales is a must. Furthermore, you are preferably trilingual (NL/FR/EN) and have experience as a people manager.

You will be responsible for the Brussels & Walloon region.

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

Job description

- You will learn about the organisation, the market and the products through extensive internal training.
- You ensure that the sales force can convince pharmacists to work with PI Pharma and you help your sales team to focus on the sale of contracts (partnerships).
- You coordinate commercial actions, share information from the market and ensure that your team is perfectly aware of the latest updates and evolutions
- You lead the monthly and fortnightly sales and field meetings. That way you keep your finger on the pulse.
- You work closely with your colleague District Manager for Flanders.
- You report daily to the National Sales and Marketing Manager about what is happening in the field and the results of your team.
- Together with the National Sales and Marketing Manager, you determine the sales strategy and develop it further.
- You actively contribute to the self-development and further development of your team (coaching, seminars, events, etc.)
- You are a team player and create a "team spirit" within your team and towards the company.
- You are responsible for the day-to-day management of your team according to the company's business model
- You take a fresh look at the current way of working and develop new ideas for further development and optimisation of sales.
- You are responsible for project management from A to Z (e.g. uniform sales authorisation)
- You are responsible for the symbiosis between the company and your sales team.

Your professional profile

The ideal candidate holds a Bachelor's degree or relevant experience in a similar position. Experience in the pharmaceutical industry is not necessary. You can already look back on several years of sales experience in which you achieved successful results.

Your abilities

- You have a passion for sales
- You have experience as a people manager and coach to bring your team to a higher level
- You are trilingual (NL/FR/EN)
- You are creative and can clearly communicate a PI Pharma vision to colleagues
- You are strong in communication in a direct and open way
- You are flexible, hands-on and like to handle matters as quickly as possible

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.