



Ewopharma is a pharmaceutical distribution and marketing company that represents pharmaceutical and biotechnology partner companies as their commercialisation partner of choice in Central Eastern Europe (CEE) and Switzerland.

We are hiring! Apply and be part of our dynamic team!

KEY ACCOUNT MANAGER (BASED IN LATVIA)

The main responsibilities:

1. Sales performance in the respective territory

Identifies new business opportunities and ensures the implementation of agreed promotion activities with an objective to achieve or exceed the established in-country sales targets.

2. Account & KOL Management

Defines the potential Key Opinion Leaders within the field, builds and develops sustainable professional relationships with key clients by stimulating mutual interest.

3. Coordination of wholesaler partners and pharmacy chains co-operations in Latvia and Lithuania

Builds and develops professional relationship with key wholesalers and pharmacy chains by stimulating the mutual interest, providing relevant and timely information to increase their loyalty to the company and to find ways to better display our products in pharmacies.

4. Sales goals and sales activities

Establishes sales objections, tracks, and analyses sales performance. Creates and plans sales action and analyses them regularly.

5. Planning

Based on market/customers analysis results defines priorities, plans activities, and implements them. Sets up monthly and weekly daily action plans to contribute to the overall planning of the business unit.

6. Marketing activity

Based on the country regulations, company SOP-s and internal regulations creates and produces marketing materials or defines and executes marketing activities to support sales goals.

Qualifications:

- Health Care degree level education or equivalent
- 3-5 years previous sales experience in the pharmaceutical industry, preferably with OTC products
- Perfect therapy sphere knowledge
- Driving license
- Effective user of Word, Excel, PowerPoint, Outlook system
- Trilingual (local language, English and Russian) is preferable

For the successful candidate company offers:

- Competitive remuneration
- Bonus system based on performance
- Additional health Insurance
- Trainings
- Friendly international environment
- Support from a small, dynamic team
- Company car and all required working tools

Position to be fulfilled from June 2021. We ensure confidentiality. Only suitable candidates will be informed. Please send us your detailed application (CV and application letter in English) by email info@ewopharma.lt till 14th of May 2021.