

## Job Title: BE-Medical Representative - Region Brugge



**Passion for Innovation. Compassion for Patients.**

Daiichi Sankyo and its 16,000 employees in more than 20 countries are dedicated to the creation and supply of innovative pharmaceutical products. In Europe, we focus on two areas: In the cardiovascular space, our strong portfolio of medicines reflects our long-standing commitment and shows that we care for every heartbeat; in oncology our goal is to become a global pharma innovator until 2025 by providing novel therapies to patients across the world. Our European headquarters are in Munich, Germany, and we have affiliates in 13 European countries. For more information: [www.daiichi-sankyo.eu](http://www.daiichi-sankyo.eu).

## **Context**

The Medical Representative is part of a team of medical representatives. He/she is visiting the medical target group (general practitioners, specialists, hospitals, pharmacists, etc.). The aim of these visits is to inform and promote to the target group the Daiichi Sankyo Belgium products and their merits, including services. By doing so, prescriptions for our products are generated and lead to product orders from wholesalers and hospital pharmacies – the main commercial customers. Product budgets and strategies (e.g. positioning) are agreed upon with the Regional Sales Manager and the National Business Director.

## **Purpose of the job**

Initiate, coordinate, promote and follow all sales activities for all products in promotion in a well defined product line and geographical area (sector) in order to reach the predefined sales objectives and increase sector market penetration of the different products of the product line within existing and new to develop clients.

## **Result areas**

### **Customers**

Visit a target group of customers with the right coverage and frequency. Develop a network of regular contacts with physicians, pharmacists, and key accounts for Daiichi Sankyo Belgium products and assure appropriate follow-up in order to enhance visibility of the company and realize product acceptance and use.

Core activities include but are not limited to:

- Daily visits to target customers
- Planning and follow-up of sales activities and customer visits
- Develop and maintain a regional network of physicians

### **Business Planning**

Assure that all customer visits and sales activities in the sector are in line with product strategies, discussed and agreed with Regional Sales Manager, National Business Director and marketing, in order to assure correct product promotion and use and customer continuity. Analyse sector sales and activity data for all products in promotion and activities in order to optimize territory management and return on investment.

Core activities include but are not limited to:

- Monitor and review the performance against objectives
- Analyse the sales results and establish action plans
- Reach defined sales objectives
- Collect and analyse feedback given by the customers

- Participate to sales meetings (team meetings, sector meetings, seminars, national meetings, cycle meetings, etc.)
- Optimize the targeting and targeting procedures (Infonis, Xponent, IMS, etc.)
- Optimize territory management, covering and frequency of visits to core customers

### **Communication**

Communicate on an ongoing basis with the Regional Sales Manager about the sales region, implementation and follow-up of product strategies and field feedback in order to improve product performance and reach sales results for the sector.

Core activities include but are not limited to:

- Regular co-visits and meetings with the Regional Sales Manager to update plans and objectives
- Regular meetings with sector team colleagues and product line colleagues

### **Reporting/Administration**

Assure correct reporting of all activities about products, sector activities and proper administration in order to stimulate constructive feedback and improve sector performance and administrative follow-up.

Core activities include but are not limited to:

- Make all administrative tasks and requests within the prescribed time
- Analyse monthly reports covering/frequency/activity
- Make correct budget requests by following the DSBE internal procedures
- Follow up of field visit reports, meeting minutes and reports
- Use the working tools, the material and samples according to the employer instructions
- Observe the DSEUR SOP and the DSBE internal procedures
- Perform its job by having in mind the commitment made by any DSBE collaborator about the observation of the rules of Good Control of the Business.

### **Profile**

Master in Sciences, Physiotherapy, Kinesiology or equivalent by experience.

First relevant experience in a similar function.

Scientific knowledge in cardiology is an asset.

Key competencies :

- Result oriented

- Customer focus
- Well organized
- Highly learning agile
- Good analytical skills
- Self-organized and problem solver
- Good listener
- Fluent in Flemish and English

## What we offer



Competitive Pay



Work-Life  
Balance



Growth and  
Development



Health and  
Family

## Working at Daiichi Sankyo

At Daiichi Sankyo in Europe, we offer a workplace where your voice is heard. Everything we do, we do with a high level of commitment and a clear focus on patients' needs. We know that our bold ambition to change patients' lives for the better can only be achieved through the power of collaboration and the exploration of new approaches. Thus, we encourage our colleagues across Europe to be courageous, to bring their ideas to the table and to embrace opportunities to grow. When you join our European family, you will be a part of a dynamic company where everyone, no matter their role, rolls up their sleeves and gets things done.