

ARE YOU THE ONE? WE ARE LOOKING FOR

Pharma Representative to reinforce our OTC Brand Team Region : Asse-Dilbeek-Gent-Deinze-Eeklo-Ninove

For Us, It's A Mission

At Mylan, we mean it when we say we work every day to provide access to high quality medicines to the world's 7 billion people. If you are unconventional, relentless and passionate. If you believe in doing what's right, not what's easy. If you are a doer and have a passion for serving others, we want to talk to you.

Make a Difference

At Mylan, each person has the ability to make a difference. From the providers who sell and market our products, to the producers who develop and manufacture them and finally to our business partners who support the providers and producers, we all have a mission critical role. Here's how this role will help:

Main Purpose:

Responsible for generating sales revenue for assigned company portfolio of products within a specific geography or sector, by meeting customer needs in accordance with the regional plan at territory level and in line with the national business & strategic plan.

Responsibility N°1: Deliver Business by Customer Focus

Ensure Customer-facing visits addressing the customer needs. Understand and meet the needs of customers by building constructive relationship and delivering innovative solutions to customers. Build and maintain long-term relationships with key customers through customer focused activities. Be the company's ambassador towards the customers

Organize activities in line with the Sales Force Effectiveness standards of quality and quantity. Actively search for business opportunities and propose them to Field Force Management and Marketing Team. If applicable, Optimize and develop partnership with defined specialists in order to provide opinion leaders and speakers for the region

Optimize the collaboration and exchange with other reps especially with colleagues in the same sector. Participate in meetings, conventions, and scientific symposiums with physicians (if applicable).

Responsibility N°2: Territory Management

Implement and execute call plan, identify the high potential customers and emerging new customers. Effectively promote a range of products in accordance with the marketing strategy.

Transmit feedback on client contacts and commercial activities on a day-to-day basis

Ensure efficient actions (& calls) on key target in line with regional plan, review progress, take action based on KPI's

Organization and Follow-up of daily work by keeping clear administration.

Responsibility N°3: Communication and Teamwork

Work with Field Force Managers to assess territory sales performance and market trends

Work with other Sales Representatives, as appropriate, to coordinate selling efforts and share best practices to enhance sales effectiveness.

Provide reporting and information as requested by Mylan. Analyze results and performances (ratio results/investments). Develops actions and initiatives where necessary.

QUALIFICATIONS / KNOWLEDGE

- Excellent selling results in OTC
- Master degree by preference
- Demonstrated strong planning, organizational & time management skills
- Self-managed, assertive and motivated individual
- Good Working knowof English, Dutch & French (depending of regional responsibility)

COMPETENCIES

- Customer Focus
- Organizational Agility
- Priority Setting
- Learning Agility
- Drive for Result

Make Our Values Your Values:

Integrity, Service, Innovation, Reliability & Teamwork

Mylan hires only the best. People who thrive in a culture of innovation and empowerment. People who are active learners and have a positive attitude. People who are leaders and know that by working together we can run faster, reach higher and achieve more. By doing so, we will continue to set new standards in health care.

Why Mylan?

If you want to be part of a global health care company that is making a difference and changing lives, Mylan may be the place for you. With a workforce of more than 35,000 worldwide, we can make a difference. We encourage you to visit **Mylan.com** to learn more about our unconventional culture, our approach to doing business and how we plan to set new standards in health care.

Interested? thanks for sending your CV at HR_Belgium@mylan.be