



What: **Regional Chain Manager**

Working hours: Full time

Application deadline: 2020-07-10

Workplace: Sweden or Denmark

### **Introduction**

*Come and join a fantastic company on an amazing growth journey with expansions and several launches.*

*Do you want to develop your career and work **strategically and creatively with Key account in an international company**? Join us and become Key Account responsible as a Regional Chain Manager in STADA NORDIC.*

We are looking for an experienced Chain Manager who can drive Key Account within the Pharmacy chains in Sweden and Norway. We are looking for a qualified person, who drive our company forward with their specialist knowledge and commitment. We offer the right conditions with diverse and interesting tasks as well as good career prospects.

### **Overview**

The Chain Manager is responsible for developing sales with primarily customers organized in Pharmacy chains. This experienced sales professional will possess a superior understanding of what drive key account success and have a track record of delivering just that in a consumer oriented organization. Furthermore, the individual will be a great team player with excellent relationship building skills. A passion for results and customer satisfaction is also a must. This key role will report to the Nordic Business Unit Manager.

### **Objectives of the Position**

- Be account owner and lead key account negotiations ensuring maximum sales and profit returns.
- Deploy resources to gain broad and deep access to Pharmacy chains key accounts.
- Develop outstanding customer relations and drive external focus for company.
- Ensure the development of customer plans.
- Prioritize budget and/or time across stakeholders, considering segmentation and targeting criteria.
- Execute pricing strategies.
- Analyze sales data and customer insights to develop and execute account plans that are in line with country/Nordic strategy.
- Managing diverse sales channels.
- Closely monitor competitor activities as well as therapeutic trends and rising opportunities in the market.
- Drive penetration with digital and category management initiatives
- Participate in activities related to customers and customers events and congresses.

### **Ideal Background**

- A minimum of a Bachelors´ degree within a relevant subject, e.g. nursing, pharmacy, medicine, or a commercial background.
- Extensive Key Account experience with Pharmacy chain negotiations with OTC, medical devices or food supplement and demonstrated success.
- Outstanding sales acumen and relationship building skills.
- High degree of customer focus.
- Outstanding level of drive, and the ability to juggle multiple projects effectively.
- Good knowledge of the Microsoft office suite (required).
- Experience with digital initiatives is an advantage.
- Valid driving license (required).
- Proficient in Swedish and English language, written and verbal (required).

### **What you will need to succeed**

To be successful in this role you are an engaged teammate and strive to find efficient ways to support growth for the business. You are relation oriented and understand the value of partner management in reaching regional achievements. You have a proven record of reaching milestones in driving the business results. You are confident with reaching stretched targets. You will have a very independent role which requires a can-do-attitude and pro-active behavior.

### **Working at STADA Nordic**

THE COMPANY- "ALL THE BEST"

STADA values: Integrity, agility, entrepreneurship, ONE STADA.

STADA is a leading manufacturer of high-quality pharmaceuticals. With a long-standing heritage rooted in pharmacies, we are perceived as a reliable and trustworthy partner for more than 120 years. With products they help people protect and regain a dignified and able life.

Worldwide, STADA Arzneimittel AG sells products in approximately 120 countries. In financial year 2018, STADA achieved adjusted Group sales of more than EUR 2 billion. The main drivers of the success are the roughly 10,400 employees of the STADA Group worldwide.

### **THE NORDIC ORGANISATIONEN**

Stada Nordic is growing and expecting several new launches in 2021, which requires new competences and resources, why Stada Nordic is looking for additional competences within digital and Key Account management.

The Nordic organization counts 25 employees.

### **Would you like be part of our team and the exiting growth journey we are on?**

Send your application to us on e-mail [finance@stada.dk](mailto:finance@stada.dk) as soon as possible and no later than 10 July 2020, as we'll be conducting interviews on a continuous basis.

Please don't hesitate to contact Tina Vinther, Nordic Business Unit Manager, by telephone +45 29247161 if you'd like to know more about the position.