

## Passion for Innovation. Compassion for Patients.™

Daiichi Sankyo is dedicated to the creation and supply of innovative pharmaceutical products. As an increasingly global player, the Daiichi Sankyo Group has approximately 16.000 employees in more than 20 countries. The company is based in Japan with its European headquarters located in Munich, Germany. Daiichi Sankyo Europe has affiliates in 12 countries.

As part of our commitment for patients and healthcare professionals, Daiichi Sankyo is developing new innovative treatments for Oncology. For our European oncology team we are now looking for highly qualified candidates to fill the position:

### National Key Account Manager Oncology

#### The Position:

Reporting to the Head of Commercial Operations Oncology Europe, the role will define and drive overall operational account leadership including the operational approach within the account model for the Oncology late stage (>Ph3) to pre-launch products, focused on achieving targeted revenues. The role will drive and execute the Oncology Operational Account Model through the definition of an account plan (in collaboration with the MSL) at a territorial level, ensuring effective coordination and implementation of the new operating model while leveraging relevant account management infrastructure at DMU / account level. The KAM Oncology will achieve early and extensive engagement of KOL's and other key external stakeholders, driving and shaping the local Daiichi Sankyo Oncology position in close collaboration with the MSL and the European Brand Team.

#### Key responsibilities:

- Develop and implement an integrated Account plan & deliver superior operating results
- Coordinate the deployment of resources locally within the framework of a Key Account Plan
- Operates effectively within a Key Account Management process to ensure delivery of Market Access and Performance against Account Plan
- Effectively engages with relevant customers and organizations to achieve mutually beneficial outcomes
- Ensures that personal expertise in terms of market, competitors and healthcare environments are maintained to enable effective decision-making, customer engagement and optimal performance across the Territory

#### Professional experience and personal skills:

- University degree or equivalent education
- A minimum of 5-8 years working experience in the pharmaceutical industry with functional experience in account management
- Demonstrable knowledge of medical affairs, market access and pricing/reimbursement
- Specific commercial experience in launching Oncology therapeutics and managing complex accounts
- Proven knowledge of Key customers and key influencers in Oncology in the respective territory is a plus
- Strong management qualities with the ability to lead an account and create a culture of collaboration and teamwork that fosters open communication, constructive conflict and a hands on mentality
- Broad cultural orientation, experience of working in an international environment and English on a proficiency level
- Excellent language skills in Dutch & English

#### What we offer:

Join our vision to become a global pharma innovator with competitive advantage in oncology. We offer an interesting, diversified and challenging position, good contractual conditions, all the social benefits of a modern company and a professional environment where you will have the opportunity for personal growth.

Are you interested in this opportunity? Then we look forward to your online application.