

Acute Care Project Manager Jobs in Dubai | AstraZeneca Careers

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Company: AstraZeneca

Location: , Dubai, United Arab Emirates

Category: other-general

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Job Responsibilities:

Develop deep understanding of needs and perceptions of key partners, to identify and prioritize accounts in the assigned territories.

Work with cross-functional team to develop strategies and plans for high priority accounts to meet targets, align to brand strategy & objectives.

Drive successful implementation of account strategy and plans with high priority accounts and key partners

Proactively identify business opportunities, communicate value propositions aligned to partner needs and objectives and recommend solutions.

Job Requirements:

Bachelor's degree in relevant field (e.g., business or science/Pharma)

5+ years' experience with consistent & successful pharmaceutical and/or healthcare specialty sales, including experience with the different account customer types.

Cardiovascular, Specialty TAs & New launches experience

Proven track record of developing and successfully implementing compelling account strategies

Capitalize on formulary approvals and other opportunities through effective implementation of the Strategic Key-Account management Plans by using a wide variety of promotional, resources and analytical tools to improve efficiency in assigned sales geography, based on local assessment of customer needs.

#J-18808-Ljbffr

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