

Executive Director National Accounts Wholesaler & Trade - Remote

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Job ID
326955BR
USA

Job Description

9 out of 10 prescriptions here in the US are filled by generic drugs. Sandoz is one of the top developers and manufacturers of life changing generic medicines and Sandoz has the aspiration to be the Leading Generic and Biosimilar Company in the world with a purpose of pioneering access for patients. We are looking for curious, innovative, driven people to help us get new generic and biosimilar products into the market to improve access for patients. Maybe that's you.

The ED National Accounts Wholesaler & Trade will drive performance of Sandoz US key accounts with full accountability for customer account financials, strategy and plan, and delivery of the plan. The role requires a high level of multi-functional collaboration and leadership both internally with the customer and externally with customer teams to drive financial performance and customer performance. The position will lead the efforts with the cross-functional Sandoz team to deliver "win/win" results for both Sandoz and the customer. The qualified candidate will proactively and systematically lead the delivery of value for each customer account with a tailored approach. ED National Accounts Wholesaler & Trade will be one of two senior associates responsible for delivering on Sandoz US annual sales target and will have sales objectives of ~USD \$800 million. He/she will manage a team of 4 Directors and 2 ADs Customer Operations and will lead a cross-functional team to support our customers (e.g., pricing/contracts, finance, supply chain, customer service).

Major Accountabilities

The ED National Accounts Wholesaler & Trade will be a seasoned leader who has a solid balance of business development and account management experienced, with demonstrated success in delivering on the following:

Building Customer Interactions and Relationships

- o Owns relationships with customer decision makers and CEOs to build partnership across customer organization, allowing both parties to extract value
- o Builds a strong relationship with senior customers, key decision makers and influencers beyond purchasing (total enterprise)
- o Conducts systematic performance reviews with key customers

Identifying and Driving Actions to Improve the Bottom Line

- o Develops and completes a monthly review of an immediate action plan with specific actions to improve earnings based on customer interactions and analytics
- o Assesses account economics and assess opportunities to cover leakages during customer interactions

Developing Target Setting and Account Strategy

- o Develops targets by account

- o Creates an overview of customer business, identifies comprehensive understanding of customer needs (both long term and short term) and identifies key buying factors beyond purchasing
- o Tracks historical sales performance and assesses account opportunities, account trends and define aspirations

Leading Cross-Functional Teams

- o Coordinates information flow and action planning with relevant functions to create a cross-functional support team; align resources required to execute
- o Coordinates two-way flow of customer/competitor insights (e.g., shortages, competitor launches)
- o Creates collaborative customer/supplier teams and share info

Developing and Executing Negotiations

- o Develops quantified value-selling arguments for account
- o Develops negotiation arguments
- o Manages negotiation planning
- o Executes negotiations

People & Organizational Development

- o Builds a strong and motivated team (cross-functional and matrixed relationships) by assuring development and advancement is in line with talents and expectations.
- o Sets performance management objectives for cross-functional team in support of Franchise success
- o Provides leadership by setting the vision for the business, energizing the cross-functional team and aligning cross functionally to accomplish the vision.

This is a remote opportunity.

Diversity & Inclusion / EEO

The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.

Minimum Requirements

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Division

SANDOZ

Business Unit

COMMERCIAL OPS NA SZ

Location

USA

Site

East Hanover, NJ

Company / Legal Entity

Sandoz Inc

Functional Area

Sales

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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