



## Key Account Manager - Takeda Pharma AB

Takeda in Sweden is a sales and marketing affiliate for both prescription and non-prescription pharmaceuticals in the field of heart/cardiovascular, inflammatory and immune disorders, oncology, tissue patch, IBD and pain. The Swedish affiliate has 45 employees and net sales in 2016 reached MSEK 460. The office is located in Bergshamra, Solna, in close proximity to the metro and buses. For more information please visit: [www.takeda.se](http://www.takeda.se) and/or [www.takeda.com](http://www.takeda.com)

Takeda globally is a pharmaceutical company with about 31,000 employees and a turnover of approx. 14,2 billion Euros. Today, Takeda are represented in 70 countries, and markets and sells products in more than 100 countries. Takeda - Japan's largest pharmaceutical company have a long history, with about 236 years of experience in medicine.

### Takeda Pharma AB –is looking for a Key Account Manager (KAM) – Hematology/Oncology

You will be a member of a dynamic team of professionals within our cross functional organization in **Region (South/West)**. As a Key Account Manager you will be responsible for running, implementing and to conducting activities according to the KAM plan together with the cross functional team (collaboration with Marketing, market Access and Medical) for your business area.

You will be responsible for achieving and outperforming targets and meet deadlines. As a Key Account Manager you will be responsible for strategic planning and execution of activities in your Region. You will maintain and further develop areas of expertise/competences in relation to the business area and your own special competence. Collaborate with other functions within Takeda e.g Brand Customer Managers, Medical Science Liaison, Medical Advisor, Regional Area Manager, Health Economics/Market Access and Regional Director to have all company resources used in most effective way.

#### Education and experience required:

- University degree (Master of Science in Pharmacy, Master of Science in Business & Economics)
- Specialist competence within Oncology/Hematology is required
- Documented experience and sales results within Oncology/Hematology (3 years minimum)
- Existing network within Oncology/Hematology
- Documented experience as Key Account Manager is required (minimum 5 years)
- Education within sales and Key Account management is beneficial

#### Skills

##### Understanding

- Strong analytical thinking skills
- Problem solving & judgement
- Communication skills
- Market & Therapy Knowledge

##### Planning

- Business acumen & entrepreneurial thinking
- Planning & organization
- Innovation

##### Execution

- Personal drive
- Influencing
- Product knowledge

#### Other skills required

- Project management
- Cross-functional team work

#### Additional information:

The position is field based and travelling must be expected, both national and international.

We offer individual salary according to qualifications and attractive employment pension plans, phone, bonus system and company car.

#### KAM-a key player for Takeda Pharma

- Takeda, a company with a strong growth, and one of the finest R&D and product pipelines within the pharmaceutical business
- Be an influencer in the dynamic setting of Takeda
- Be a Key player in a dynamic and highly competent team
- Be part of a prioritized therapeutic area of Takeda

I denna rekrytering samarbetar Takeda med PharmaRelations. Om du har några frågor, vänligen kontakta ansvarig Rekryteringskonsult Rikard Lundgren; +46 707 23 69 21 alternativt [rikard.lundgren@pharmarelations.se](mailto:rikard.lundgren@pharmarelations.se). Skicka in din ansökan snarast möjligt då urval och intervjuer sker löpande.