

## Senior Director, Country Manager Netherlands

[Apply Now](#)

Company: BeiGene

Location: Netherlands

Category: computer-and-mathematical

BeiGene continues to grow at a rapid pace with challenging and exciting opportunities for experienced professionals. When considering candidates, we look for scientific and business professionals who are highly motivated, collaborative, and most importantly, share our passionate interest in fighting cancer.

### **General Description:**

Reporting to the General Manager, Sub-Region Europe (SRE) the Senior Director, Country Manager The Netherlands plays a pivotal role in defining and executing the country strategy across competitive markets offering significant opportunities to give patients access to BeiGene's portfolio. The incumbent will also be responsible to represent the company with high level, outside stakeholders, like payers and other institutional stakeholders of the country/cluster.

The individual is responsible to achieve the revenue and profit targets as well as the growth expectations. The Country Manager is accountable for the design and implementation of a strategic business plan in the respective countries. The individual is expected to lead a management team to help implementing the Dutch strategy, in alignment with the European/Global strategy and approved by senior management.

### **Essential Functions of the job:**

Provide exceptional leadership to a culturally diverse team, fostering an environment to drive high performance, engagement, accountability, empowerment, and behaviors fully consistent with the BeiGene values and culture.

Foster a leadership culture which attracts, develops and retains high caliber candidates,

helping to build and shape a talent pool that will continue to drive the future success of the global organization. Create effective internal communication and foster teamwork.

Develop a highly committed leadership team, providing sound leadership and coaching, leveraging the expertise across the region as required.

Establish an appropriate 'tone from the top' which emphasizes business ethics, integrity and compliance within a highly regulated industry.

Provide strategic insight and direction to develop current and new business opportunities and maximize growth potential in the countries.

Build the strategic direction and vision for The Netherlands and drive the growth across hematology and potentially other future franchises. Set ambitious sales objectives for in-market products and successfully shape the market and ensure exceptional execution of launch plans for new products.

Manage the critical linkage between late-stage development, commercial planning, launch management, market access, on-going sales support, and marketing. Utilize effective life cycle management, including further indications and brand protection strategies, while interfacing effectively with regional and global leadership. Ensure that forecasted objectives are achieved. Design and be accountable for appropriate performance metrics.

Establish strong relationships and act as BeiGene 'face' with major stakeholders in the field like relevant regulatory bodies, payers, politicians, industry associations, distributors and Key Opinion Leaders supporting the organization in achieving its goals and objectives.

Ensure effective financial planning and review results to identify variances; develop action plans to address issues. Manage expenses to budget and deliver targeted profit contribution.

Ensure execution of and adherence to both regional strategies and global franchise strategy.

Drive business decisions whereby patient care is at the center of the business conduct.

Ensure affiliates compliance across all GxP areas to maintain the highest standards of patients focused ethical conduct in line with our values.

Consistently ensure that the affiliate within the European Country region operate in accordance with BeiGene's standards of conduct and all applicable local laws and regulations within the given duties.

Act as a key and active member of the European Leadership Team and other governance bodies to drive the strategic agenda of the organization.

### **Qualifications**

A seasoned senior executive (at least 10+ years of experience) with a background in general management, sales, marketing, in the pharmaceutical or biopharmaceutical industry.

Demonstrated track record of delivering top line growth and bottom-line performance. A strong business orientation and the ability to approach issues from multiple functional perspectives.

Broad knowledge of the country/cluster pharmaceutical industry and specific expertise in multiple therapeutic areas. Knows the science, clinical practices, market dynamics, competitive products, competitive selling strategies, etc. Experience in haematology is a strong asset, in addition to other specialty care disease areas. Launch experience in orphan setting is desirable.

Expertise in providing extensive leadership to a region with a large cultural diversity, demonstrating the ability to apply high degrees of cultural sensitivity and empathy.

Proven ability to build, lead, inspire, motivate and develop diverse and high performing teams in a matrix environment and remotely.

Demonstrated success in a small but fast growing, entrepreneurial commercial environment.

Superior interpersonal and organizational skills with high emotional intelligence. Excellent listener; inclusive; frequent and effective feedback/follow-up

Effective communication at all times. Experience in delivering complex messages to various internal and external customers with a track record of effective and influential presentations.

Visionary leadership style with experience in leading change and driving business growth and identification of new commercial opportunities.

Strategic thinking and analytical abilities.

Experience for strong cross functional collaboration (Medical Affairs, Market Access, HR, Finance, Regulatory, etc.) with the ability to view issues from multiple functional perspectives.

Demonstrated ability to build strong relationships at all levels of the organization and to operate effectively in a complex matrix organization.

Proven ability of successfully managing complexity across multi-functional reports and building strong relationships.

Makes things happen: has the right level of implementation skills.

**Supervisory Responsibilities:**

Local team either solid or dotted line; responsible of hiring, supervising and developing the team.

**Education Required:**

University undergraduate degree in science or business as a minimum; higher qualifications (MD, PhD, MBA) advantageous.

**Computer Skills:** Standard Computer Skills required (MS Office)

**Other Qualifications:** Fluency in both verbal and written English and Dutch, any other major European language of advantage

**Travel:** Approximately 30% of time

FLUENT DUTCH AND ENGLISH ESSENTIAL

BeiGene Global Competencies

When we exhibit our values of Patients First, Collaborative Spirit, Bold Ingenuity and Driving Excellence, through our twelve global competencies below, we help get more affordable medicines to more patients around the world.

Fosters Teamwork

Provides and Solicits Honest and Actionable Feedback

Self-Awareness

Acts Inclusively

Demonstrates Initiative

Entrepreneurial Mindset

Continuous Learning

Embraces Change

Results-Oriented

Analytical Thinking/Data Analysis

Financial Excellence

Communicates with Clarity

[Apply Now](#)

#### Cross References and Citations:

1. [Senior Director, Country Manager Netherlands Securityguardjobs Jobs Netherlands Securityguardjobs ↗](#)
2. [Senior Director, Country Manager Netherlands Topfishjobs Jobs Netherlands Topfishjobs ↗](#)
3. [Senior Director, Country Manager Netherlands Veteranjobs Jobs Netherlands Veteranjobs ↗](#)
4. [Senior Director, Country Manager Netherlands Europejoblistings Jobs Netherlands Europejoblistings ↗](#)
5. [Senior Director, Country Manager Netherlands Southafricajobs Jobs Netherlands Southafricajobs ↗](#)
6. [Senior Director, Country Manager Netherlands Europejobscareer Jobs Netherlands Europejobscareer ↗](#)
7. [Senior Director, Country Manager Netherlands Shanghaijobs Jobs Netherlands Shanghaijobs ↗](#)
8. [Senior Director, Country Manager Netherlands PsychologistjobsJobs Netherlands Psychologistjobs↗](#)

9. Senior Director, Country Manager Netherlands Whitecollarjobs Jobs Netherlands Whitecollarjobs ↗
10. Senior Director, Country Manager Netherlands MoroccojobsJobs Netherlands Moroccojobs↗
11. Senior Director, Country Manager Netherlands Digitaljobsnearme Jobs Netherlands Digitaljobsnearme ↗
12. Senior Director, Country Manager Netherlands Therapistjobs Jobs Netherlands Therapistjobs ↗
13. Senior Director, Country Manager Netherlands Seasonaljobs Jobs Netherlands Seasonaljobs ↗
14. Senior Director, Country Manager Netherlands Photographerjobs Jobs Netherlands Photographerjobs ↗
15. Senior Director, Country Manager Netherlands Radiologistjobs Jobs Netherlands Radiologistjobs ↗
16. Senior Director, Country Manager Netherlands Searchukjobs Jobs Netherlands Searchukjobs ↗
17. Senior Director, Country Manager Netherlands CopenhagenjobsJobs Netherlands Copenhagenjobs↗
18. Senior Director, Country Manager Netherlands Visualcontentcareeropportunities Jobs Netherlands Visualcontentcareeropportunities ↗
19. Senior director, country manager netherlands Jobs Netherlands ↗
20. AMP Version of Senior director, country manager netherlands ↗
21. Senior director, country manager netherlands Netherlands Jobs ↗
22. Senior director, country manager netherlands JobsNetherlands ↗
23. Senior director, country manager netherlands Job Search ↗
24. Senior director, country manager netherlands Search ↗
25. Senior director, country manager netherlands Find Jobs ↗

Source<https://nl.expertini.com/jobs/job/senior-director-country-manager-netherlands-netherlands-beigene-e555ee7eef/>

