

Senior Rep, Sales - Nutrition Medication Delivery North West Netherlands

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Company: Baxter

Location: Netherlands

Category: other-general

This is where you save and sustain lives

At Baxter, we are deeply connected by our mission. No matter your role at Baxter, your work makes a positive impact on people around the world. You'll feel a sense of purpose throughout the organization, as we know our work improves outcomes for millions of patients.

Baxter's products and therapies are found in almost every hospital worldwide, in clinics and in the home. For over 85 years, we have pioneered significant medical innovations that transform healthcare.

Together, we create a place where we are happy, successful and inspire each other. This is where you can do your best work.

Join us at the intersection of saving and sustaining lives—where your purpose accelerates our mission.

SUMMARY

The Senior Sales Representative (hereafter "SSR") is responsible for the sales of the Nutrition and Medication Delivery portfolio in his/her applicable geographical region.

Operates as the lead point of contact for any matter specific to the Nutrition and Medication Delivery product portfolio. Builds and maintains productive, trusting and long-lasting customer relationships. Supervises complete customer account management, negotiates contracts, develops new business from existing customers and actively seeks new sales opportunities. Knows how to interact professionally with DMUs of hospitals that consist of (Clinical) Pharmacy, Purchasing department and Specialists in different areas of expertise.

Geographical sector :Utrecht and surrounding area

ESSENTIAL DUTIES AND RESPONSIBILITIES

Achieves financial targets and related objectives to ensure success of the Nutrition and Medication Delivery portfolio in the geographical area of responsibility.

Develops a deep understanding of the entire Nutrition and Medication Delivery portfolio and where applicable acts together with Clinical Sales Representatives in order to put to action agreed objectives.

Is a valuable and active contributor to the Nutrition and Medication Delivery Netherlands team.

Researches and deeply understands the needs of our customers. Understands the vision, financials and objectives of the hospitals. Understands the DMU of the hospital.

Maintains a watching brief on developments within the sales area and customer's organization which may affect future business in close co-operation with Marketing, Business Development Manager, Commercial Excellence team as well as Integrated Care Solutions team.

Builds/establishes strong relationships with appropriate stakeholders/key decision makers (Hospital Management) and committees within the sales area and buying organizations for Hospitals in order to effectively influence decision making processes. Reports progress and status in Sales Force.

Proactively proposes strategies ahead of contracting deadlines to optimize the business

Gathers intelligence and records it in BOOST/Sales Force as well sharing information and best practices with broader team

Negotiates and manages assigned contracts and tenders. Negotiates bids and tenders for Baxter in cooperation with the Sales Manager, Commercial Excellence/Pricing team and Business Unit Head where needed.

Conducts business reviews with each assigned buying organization/wholesaler, covering sales volumes, compliance & competitive conditions.

Ensures sales through logistics partners/wholesalers are traced on a monthly basis to

the level of Hospital in order to verify correct pricing / trending.

Closely monitors and reports competitive activities at sales area level

Works with Business Unit Head, Sales Manager and Marketing in implementing multi-source product sales and marketing strategies

JOB REQUIREMENTS

Masters degree preferred (Science, Commercial, Medical, ...)

Significant experience in Medical Devices or Pharmaceutical businesses, both in Sales, National Accounts and Bids procedures and requirements

Fluency in Dutch and English

Basic knowledge required of Windows, Word, Excel, Powerpoint, CRM System.

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