
Job Title: Key Account Manager

Job Summary: Developing relationships at senior level with pharmaceutical manufacturers and promoting the PHOENIX UK Group businesses, you will be the main strategic point of contact with manufacturer partners.

As a member of the Pharma Services Team you will be primarily responsible for winning and retaining distribution contracts with pharmaceutical manufacturers, that drive PHOENIX profitability and market position.

In parallel with the above, and using your pharmaceutical market knowledge and in-depth understanding of pharmacy, dispensing doctors and hospital environments, you will work with pharmaceutical manufacturers to achieve a major goal of developing initiatives that deliver additive profit to PHOENIX.

Key Responsibilities:

Securing and retaining distribution contracts with pharmaceutical manufacturers.

- Be the primary point of contact with manufacturers for PHOENIX Group.
- Ensure PHOENIX is included in manufacturer distribution tender requests.
- Work across the PHOENIX group companies to ensure tenders are completed professionally and submitted on time.
- Successfully negotiate for PHOENIX inclusion in the distribution model, and with optimum profitability.
- Ensure appropriate legal documentation is completed
- Ensure all stakeholders are fully briefed in order to implement the distribution agreement successfully

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Ongoing profitability of distribution contracts

- Ensure contract profitability is monitored.
- Ensure any adverse trend is addressed

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Relationship Development

- Ensure the BDM is seen as the main point of contact for strategic issues between PHOENIX and the pharmaceutical manufacturer.
- Utilise all in house resources to provide multiple opportunities to maintain regular contact with the nominated contacts within the manufacturer.
- Ensure group companies are aware of the BDM activity and responsibility with the manufacturer.

Ensure PHOENIX Group business opportunities are maximised

- Identify commercial opportunities additive to distribution.
- Brief, motivate and ensure group companies engage to scope out those opportunities

Understanding manufacturer requirements

- Work cross functionally to ensure that manufacturer needs are understood, and complied with.
 - Develop cross functional plans to embed these requirements.
 - Influence strategy at board level
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COMPETENCY 1

Results Focus

The role requires intense focus on delivery of distribution contracts, the deadline of which is externally determined.

The person will be required to work cross functionally to organise, influence and negotiate, to ensure PHOENIX tenders are submitted on time, and to the required high standard.

The person will use Outlook, Excel and PowerPoint, plus bespoke PHOENIX programmes to configure the PHOENIX proposal.

COMPETENCY 2

Analytical skills.

The role requires significant analysis of financial drivers to enable a competitive, but also profitable PHOENIX tender to be submitted.

The role will also use conceptual thinking to draw conclusions from various (and on face unrelated) data and information sources.

COMPETENCY 3

Communication and interpersonal skills.

The role requires significant intra departmental, cross functional and intercompany communication skills, at all levels, verbal, written and presentational.

Key Experience, Knowledge, Skills & Qualifications:

Experience

Essential:

Account Manager/Business Development Manager experience

Knowledge

Essential:

UK Pharmaceutical market.

Desirable:

Community pharmacy, hospital pharmacy and dispensing doctor market

Skills

Essential:

MS Outlook, Excel, PowerPoint, Organisational, negotiation, communication,

Desirable:

Other MS Office skills.

Qualifications

Desirable:

Educated to degree level, preferably bio science, business or marketing.
