

Area Manager (Pharmaceutical Industry)

EPPC Kosovo, on behalf of its client, a leading international pharmaceutical company, is recruiting an **Area Manager**.

Essential responsibilities:

- Lead the team to meet objectives, ensuring effective sales execution and alignment with marketing strategies.
- Enhance market penetration and build strong brand relationships.
- Oversee the Medical Representatives team training, recruitment, and performance management.
- Ensure the team meets business objectives and aligns with company guidelines.
- Develop and implement business plans based on product strategies for the area.
- Manage operational activities with efficient resource and tool utilization.
- Analyze market data to support business plan development and review.
- Ensure compliance with legal, ethical, and corporate standards.
- Maintain comprehensive knowledge of the company's products, strategies, and programs.
- Collaborate with the Commercial Director on new product launches and portfolio expansion.
- Support in preparing the preview plan, budget, forecasts, monthly planning and business board meetings.
- Implement procedures for the approval of promotional and communication materials and ensure compliance with local guidelines and deadlines.

Qualifications and competencies required:

- University degree in Medical Sciences, Marketing, Business Administration, Sales or a related field.
- Minimum three years of working experience as a sales or merchandiser representative in pharmaceutical company or other international companies.
- Thorough understanding of Kosovo market.
- Ability to work independently in a highly competitive environment and to communicate and implement Company's brands and corporate image.
- Strong sales and negotiation skills.
- Fluency in English — written and spoken.
- Knowledge of Italian is a plus.
- Computer literacy, good knowledge of MS Office.
- Driving license: minimum 2 years with a clean record.

Facts and Figures:

Position:	Area Manager;
Location:	Prishtina District;
Salary:	Competitive;
Contract:	According to Labor Law of Kosovo;
Deadline:	14.08.2024.

How to apply:

To apply, please send your CV and supporting documents, specifying "**Area Manager**" in the subject line, to:

kosovo@eppc.al

Only candidates who meet the qualifications will be contacted by EPPC Kosovo.