

Key Account Specialist, Pharmaceutical channel

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Company: Johnson & Johnson Consumer Inc

Location: Warsaw

Category: other-general

Description Kenvue is currently recruiting for: Key Account Specialist, Pharmaceutical channel This position is based at Masovian district, Poland Who We Are: At Kenvue , we realize the extraordinary power of everyday care. Built on over a century of heritage and rooted in science, we're the house of iconic brands - including Neutrogena, Nicorette, Sudafed, Listerine and o.b. that you already know and love. Science is our passion; care is our talent. Our global team is made up of ~ 22,000 diverse and brilliant people, passionate about insights, innovation and committed to delivering the best products to our customers. With expertise and empathy, being a Kenvuer means having the power to impact the life of millions of people every day. We put people first, care fiercely, earn trust with science and solve with courage - and have brilliant opportunities waiting for you! Join us in shaping our future-and yours. What You Will Do:Key Responsibilities * Delivery of sales and quality goals, tasks within the panel of local pharmacy chains * Negotiation of contracts and quarterly commercial terms * Strong execution of contractual arrangements on the pharmacy level* Forecasting and planning sales on the customer level * Monitoring the achievement of goals and adapting the operating model to the current situation* Effective implementation of marketing strategies * Creating and executing customers' promotional activity plans* Customer's budget management* Educate customers/pharmacists on the use, advantages and all other developments related to promoted products.* Build and main long-term customer relations What We Are Looking For: Required Qualifications* Work experience as Key Account Specialist or a related field* Good English (min. B2) * Bachelor's degree or equivalent relevant experience*

Active Driving License (cat. B)* Good MS Office skills* Excellent communication and interpersonal skills* Ability to analyze data and draw conclusions * Goal-oriented attitude
What's In It For You: * Competitive Benefit Package* Paid Company Holidays, Paid Vacation, Volunteer Time & More! * Learning & Development Opportunities * Employee Resource Groups
Kenvue is proud to be an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identify, age, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

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