

## Key Account Specialist, Pharmaceutical channel

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Company: Kenvue

Location: Warsaw

Category: other-general

Key Account Specialist, Pharmaceutical channel-2407019477W

### 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

### **Qualifications**

#### **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

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