



Key Account Manager, Neuroscience, DK East

More than one billion people worldwide suffer from neuropsychiatric diseases. This disease class grows faster than any other, and clinical advances are not keeping pace. Neuroscience is therefore a core business for Takeda, who are now looking for a Key Account Manager to drive the Neuroscience Disease portfolio in Eastern Denmark. The portfolio includes some of the leading and fastest growing brands in the ADHD field, and a most promising pipeline.

You will report to the Business Unit Director, Neuroscience, DK, and collaborate with multiple colleagues across the organization. Your accounts will represent all segments of the psychiatry, ranging from hospitals, to public and private specialists. The position is field-based, so you should expect to spend most of your time in the field - office hours and internal meetings will be located in Vallensbaek, Greater Copenhagen

JOB PROFILE

Your way to achieve your business objectives will include strong Omnichannel engagement (OCE) and digital initiatives to secure a high share of voice and a strong positioning of Takeda among target groups, so you must thrive in the digital field. Further tasks will include to:

- Formulate comprehensive, robust, and insight-driven key account plans.
- Deliver on agreed objectives and tactics for all key accounts.
- Ensure strong presence in the Zealand district, and focus on OCE and digital initiatives.
- Conduct market surveillance and communicate in-field intelligence to internal stakeholders.
- Support and collaborate with both MSL and In-Field Market Access partners to gain product access to local formularies and/or protocols.
- Identify opportunities to initiate cross functional projects and meetings with customers and stakeholders.
- Identify KOL potential and work on their development – in collaboration with the Medical team, Market Access Team etc.

Limited overnight travel is required to attend meetings and training sessions.

CANDIDATE PROFILE

To succeed, you must be creative, entrepreneurial, and enjoy establishing new partnerships. You must be scientifically strong enough to communicate complex topics at all levels, and commercially savvy enough to see and seize opportunities independently. In return, you will be part of a most professional, dedicated and experienced team, and get strong influence on your own job.

Education and Experience:

- Bachelor's Degree and LIF education.
- Experience in managing customer relationships in a specialty care environment across the full spectrum of customer types.
- Experience in development and implementation of account strategies and actionable account and business plans.
- Experience with Omnichannel engagement and/or digital initiatives.
- Experience in the therapy area of Neuroscience is regarded an asset, but not a must.
- Fluent Danish, fluency in business English & driving license is a must.



APPLICATION AND INFORMATION

The recruitment is handled by Lotte Tolstrup, Search & Selection Group. Interviews will be conducted currently, therefore please submit your application as soon as possible, and always feel welcome to contact Lotte Tolstrup for further information at (+45) 4032 9734.

ABOUT TAKEDA

People First - Takeda is dedicated to improving the health and well-being of all people and bringing them the hope of a brighter future. Takeda's passion is to transform every job into meaningful actions; therefore the heart of Takeda is its people.

Takeda Denmark is part of Japan's largest pharmaceutical company, a global pharmaceutical leader with more than 52,000 professionals, working together across 70 countries. Takeda's R&D efforts are focused on Neuroscience, Gastroenterology, Rare Diseases and Oncology.

The Takeda organization is guided by the values of Takeda-ism: Integrity, Fairness, Honesty and Perseverance. These values are brought to life through the decision tree "Patient, Trust, Reputation and Business" - in that order.

For further insight, please refer to <https://www.takeda.com/who-we-are/corporate-philosophy/>.

Regarding GDPR, please refer to our web site [GDPR English – Search & Selection Group \(s-sgroup.dk\)](#).