

KEY ACCOUNT MANAGER SÖDRA SVERIGE

Posted on 15 mars, 2024

Company Name Bioarctic

Location Västra Götaland/Halland/Skåne

Job Description

Join Our Team as a Key Account Manager for the south of Sweden!

Are you attracted by the opportunity to be part of BioArctic's exciting journey with the ambition to improve the quality of life for people with neurodegenerative diseases through innovative new treatments that address the causes of disease?

Do you want to have the chance to launch a new drug for Alzheimer's disease, and providing invaluable support to health care in the implementation of a completely new patient journey? Do you thrive on building lasting relationships with external stakeholders and working together in a dynamic cross-functional team? If so, this role is perfect for you!

The Key Account Manager is responsible for the business objectives in the region and for the collaboration with the cross-functional team to support health care with the implementation of a new patient journey to enable identification, diagnosis and treatment of early Alzheimer's patients.

As a Key Account Manager in BioArctic you will join a growing Swedish research-focused biopharma company with an optimistic, can-do attitude and an engaged, collaborative, highly skilled team. Together we have lots of exiting tasks to achieve the best possible value contribution to both health care and to patients affected by the devastating Alzheimer's disease.

Your Responsibilities:

- Prepare the market for the introduction and use of a new treatment for Alzheimer's disease. The implementation includes identification, development and merger of multi-disciplinary specialists and institutions who are important in a regional structure to cover diagnostics and treatment.
- Support clinics to resource, plan, and structure the patient treatment flow in the clinic, including diagnostics, treatment, monitoring and follow-up.
- Partner and support HCOs in implementation of potential projects that optimize patient flow and address capacity bottlenecks.
- Inform and educate HCPs on efficacy and safety data within the boundaries of the SPC, through different channels (in-person or digital).

- Support clinics with information and education required for practical use and handling of the novel treatment.
- Support regional patient access; monitor regional processes and coordinate cross-functional team activities to secure funding.
- Coordinate the team activities in the region following the account plans.
- Work in collaboration with local cross-functional colleagues in the joint BioArctic and co-promotion partner Eisai team to achieve common goals.
- Demonstrate and inspire the behaviors that reinforce BioArctic's core values (Respect, Engagement, Collaboration, Responsibility).

What We're Looking For:

- **Educational Excellence:** Bachelor's degree or equivalent within Life Science or Business. Certified/trained in ethical regulations for the promotion of pharmaceuticals in the country.
- **Industry Experience:** Minimum of 3 yrs experience from a similar role in pharmaceutical industry. Proven track record in successfully conveying messages and campaigns. Experience from working with a pharmaceutical which required implementation of a new patient/ or treatment flow, e.g. immune-oncology, MS, or has worked with new innovative rx pharmaceuticals.
- **Strong Communicator:** Proficiency in both Swedish and English, coupled with excellent skills in digital communication tools.
- **Other**
 - As a team member you present yourself as engaging with the team you are part of and continuously strive for new ways to enhance patient care in partnership with health care stakeholders. You are relation oriented and understand the value of partner management in reaching regional achievements.
 - In driving the business results you have a consistent record of reaching achievements locally and regionally.
 - You seek to develop over time and consider being part of the transition to the field of Alzheimer's disease management a phenomenal opportunity to evolve personally and professionally.
 - You have an entrepreneurial mindset and thrive in a smaller organization where you can deploy your experience and help the company grow.

Additional Details:

- **Field-Based Role:** Customer-and results oriented person that thrives in an entrepreneurial

atmosphere.

- **Driving License Required:** A valid driving license is necessary for this role.
- **Place of residence:** You are living on the West Coast or in Skåne.

If you're ready to make a meaningful impact in the Alzheimer's disease field and contribute to innovative healthcare solutions, we invite you to join our team as a Key Account Manager in Sweden. Apply now and be a part of our mission to transform lives through science and collaboration!

This recruitment is handled by our recruitment partner, Moveup Consulting AB. To apply, please send your CV and a cover letter as soon as possible to Richard.etz@moveup.se

By submitting your application, you also consent to us storing your personal data, including CV & cover letter and that we have the right to share this information with third parties (our client). You can revoke the consent whenever you want.

Om företag

BioArctic AB (publ) is a research-intensive biopharmaceutical company that, together with its partner Eisai, has developed Leqembi® (lecanemab) – the world's first drug to slow the progression of the disease and reduce cognitive impairment in early Alzheimer's disease.

In addition to royalties on global sales, BioArctic has the right to commercialize lecanemab in the Nordic market together with Eisai. BioArctic has a broad research portfolio with antibodies against neurodegenerative diseases such as Parkinson's disease and ALS as well as additional projects against Alzheimer's disease.

BioArctic's B share (BIOA B) is listed on Nasdaq Stockholm Large Cap. For further information, please visit www.bioarctic.se.

Consultant Name Richard Etz

Consultant Number 0733-87 27 21

Consultant Email richard.etz@moveup.se

Cosultant Linkdin <https://www.linkedin.com/in/richardetz/>