



HR One Group
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www.hronegroup.com

Erkenningsnummer
VG. 1690/BO B-AB10.018.

SALES SPECIALIST

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JOB DESCRIPTION

As a Sales Specialist, you are responsible for achieving sales targets and increasing awareness of the product portfolio in your region. You will build sustainable relationships with healthcare professionals and contribute to improving cardiovascular care. This role requires close collaboration with colleagues, including Medical and Marketing, to achieve shared objectives.

KEY RESPONSIBILITIES

Achieve goals and manage within budget:

- Meet and exceed sales targets as defined in the Territory Action Plan.
- Analyze sales performance and market trends in the region and recommend targeted actions in collaboration with management.
- Promote the benefits of products with balanced messaging and an appropriate mix of promotional tools.
- Ensure optimal use of products in line with national and local guidelines.

Develop strategies and plans:

- Identify opportunities and strategies to achieve targets and improve the positioning of products at a local level.
- Responsible for the annual update of the Targeting & Segmentation process for the region.

Build strong stakeholder relationships:

- Quickly establish and maintain collaborative relationships with cardiologists, endocrinologists, and other key stakeholders.
- Share customer and competitive insights with management to refine customer profiles.

Develop regional capabilities and knowledge:

- Build in-depth knowledge of the product portfolio, pathologies, selling techniques, and customer needs.
- Organize and implement impactful activities, such as educational sessions with key segments, adhering to budgets and guidelines.

QUALIFICATIONS

Essential:

- Bachelor's or master's degree in a scientific discipline.
- Language proficiency: Fluent in Dutch and French; good knowledge of English.
- Experience working in cross-functional teams (e.g., Marketing, Medical Affairs).
- Team player with a strong entrepreneurial mindset.





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- Proven track record as a Sales Representative.
- Experience with defining Territory Action Plans
- Proficiency in IT tools (Excel, Word, PowerPoint).

Desirable:

- Advanced scientific or medical degree.
- Experience in the cardiovascular care or relevant therapy area.
- Familiarity with digital sales channels.
- Experience in project management and partnership building.

What to expect:

- You are working for privately held mid-size pharmaceutical company with a future focus on rare disease indications
- Part of a small, yet fast growing, versatile and enthusiastic Benelux team
- We keep an eye out for talent and what you bring along is considered the key for your further development

