***TEAM LEADER PHARMACY DIVISION***

The person in this position leads the Pharmacy Representatives team according to Company’s policy, analyses and monitors the activity of Pharmacy Representatives at national level. Due to the specific activity in Woerwag Pharma Romania, s/he does not have a fixed working place and will make frequent trips depending on the company's strategy, throughout the country.

* Ensures the proper implementation of the Company's strategy within the coordinated team and the allocated territory for achieving the objectives
* Analyses and monitors of the activity of the Pharmacy Representatives
* Leads apropriate the Pharmacy Representative team
* Implements and monitors the Pharmacy strategy
* Develops and maintains good relationships with local branches of Distributors that ensures the distribution of portfolio products
* Activates as an interface between customers (pharmacies from National Chains) and relevant distributors
* Proposes regional / national marketing and distribution activities
* Plan, organize, contribute to different scientific events (symposia, presentations, conferences)

***Minimum Requirements***

* Higher education graduate and up to 5 years work experience in an international pharmaceutical company
* Experience in drugs distribution in an advantage
* Very good PC operating knowledge (MS Office: Word, Excel, Powerpoint), market-level data analysis

# Advanced English proficiency - written, spoken

# Driving license cat. B - no illegal records

# Availability for a flexible, extended working schedule, for travelling extensively,

# Ability to work in a competitive environment

# A systematic and disciplined approach to work.

**Deadline for submition: 2 of December 2019**

**Address for submition: gabriela.hum@atuconsulting.ro**