



NYCOMED GmbH Representative Office in B&H

Nycomed: a Takeda Company, pharmaceutical company with over 30 000 employees worldwide (Japan, Europe, North America, Latin America, Asia, MENA, etc), is truly global player equipped to serve patients in the fast changing 21st century pharmaceutical market. We have a broad portfolio of products across a range of therapeutic areas including gastroenterology, oncology, cardiovascular health, CNS, inflammatory and immune disorders, respiratory diseases and pain management.

We are pleased to announce that we have an opened position for:

SALES MANAGER/Sarajevo

for territory of Bosnia & Herzegovina

What do We seek?

Working at **Nycomed: a Takeda Company** requires honesty, flexibility, thoroughness, vision and creativity. It demands a willingness to contribute individually and as part of a team. We need people who thrive on challenges, who are willing to take initiatives and move projects forward. We are looking for people who want to become part of something bigger than themselves, who understand that everything we do is ultimately designed to make a better life for our patients. In short, we are looking for people who can make a difference.

What do We offer?

We provide stimulating jobs in a fast-paced environment with colleagues from many different nations and cultures. We offer opportunities to take on more responsibility as individuals gain experience and expertise. We have a high-trust environment that promotes flexibility and openness towards new ideas. This allows individuals to work in the way that is best for them and their colleagues, and fosters an entrepreneurial mindset that enhances our competitiveness. We offer employees attractive compensation and benefits, and the chance to have a work-life balance. We put a high priority on continuous learning to help our employees grow and develop professionally.

If you are interested and if you fulfill following conditions, feel free to apply:

- have degree in Pharmacy/Medicine/Dentistry/Business; MBA would be beneficial if Pharmacy/Medicine/Dentistry degree is not in background
- have a minimum of 5 years sales experience (Medical & Hospital Experience) and 5 years Sales Management Experience; Minimum 3 years Product Management Experience; Other related responsibilities (key accounts, market access) an asset; Senior Strategic Management development course
- have solid knowledge of the pharmaceutical industry in terms of best practices, strong business acumen, strong human resource development skills, financial analysis and forecasting skill
- have business knowledge related to Market Analysis and penetration; Local legislation affecting the industry in general and Nycomed/Takeda's products specifically; Employment standards and practices; Industry compensation and retention standards; Competitive intelligence re. deployment, strategic direction, etc.
- have excellent knowledge in English language and use of computer applications
- own valid driving license (B category)

Stipulated working trial period is eight (8) to twelve (12) months.

All documents that prove fulfillment of conditions with short Curriculum Vitae and photography should be sent, with full confidentiality, by e-mail, fax or post to the following address:

DEKRA savjetovanje d.o.o., Fra Anđela Zvizdovića 1/10(B), 71 000 Sarajevo, BiH.
tel.+387 33 29 52 61, fax +387 33 29 57 77, e-mail: psiholog@dekra.ba

Please be informed that only short-listed candidates will be contacted and invited for an interview.

For more information visit our website: www.dekra.ba