

## Regional Business Manager - Pharmacy at Viatris, Australia

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**Manage the build and maintenance of territories in line with KPIs, including territory changes, customer segmentation and budget allocation.**



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Viatris empowers people worldwide to live healthier at every stage of life.

#### **We do so via:**

- Access – Providing high quality trusted medicines regardless of geography or circumstance.
- Leadership – Advancing sustainable operations and innovative solutions to improve patient health; and
- Partnership – Leveraging our collective expertise to connect people to products and services.

Every day, we rise to the challenge to make a difference and here's how the Regional Business Manager - Pharmacy role will make an impact:

#### **Key responsibilities for this role include:**

- Manage a region of Business Advisors – drive effective leadership through; in field coaching, team engagement initiatives, performance management and development in line with Viatris expectations.
- Empower your sales team to deliver regional sales targets through optimisation of base & new business acquisition.
- Build a best in-class, highly engaged team who utilise industry insights, data analytics and innovative deal-level strategies to facilitate a 1st class sales experience.
- Establish and maintain business relationships (both internal and external) that deliver outstanding results.

- Manage the build and maintenance of territories in line with KPIs, including territory changes, customer segmentation and budget allocation.
- Develop a Regional sales plan and strategy to support achievement of Regional Sales targets.

**The minimum qualifications for this role are:**

- 6 years' experience in a B2B complex sales environment (preferably within Pharmaceuticals, FMCG or Medical Devices). With a proven track record exceeding sales targets.
- Previous sales management experience is preferred.
- Proven ability to execute both short & long-term sales tactics to deliver a positive result.
- Ability to be innovative, a positive force of change and illustrate an outstanding representation of self and the Viatris business.
- Must have a valid, active driver's license for Australia.
- Must be eligible to work in Australia (Australian Citizen or appropriate Visa holder).

At Viatris, we offer competitive salaries, benefits and an inclusive environment where you can use your experiences, perspectives and skills to help make an impact on the lives of others.

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