

Area Business Director, Nashville

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Company: Sanofi

Location: United States

Category: other-general

Description

The Area Business Director will report to the Regional General Manager and will lead a team of sales professionals called Area Business Managers (ABM). This sales team is responsible for engaging key stakeholders within Pediatrics, Family/General Practice, IDN/IHNs, Health Systems, and Federally Qualified Health Centers. The Area Business Director is a dynamic accounts sales leader who provides inspirational leadership and strategic direction to a team of ABMs. This person seeks to expand their sales leadership experience with a cutting-edge pharmaceutical company that is committed to making positive impact on patient's lives.

Job Highlights:

- Lead a division team of ABMs to build trust with customers and demonstrate value in a business to business selling environment
- Be an expert on your relative business area (ABMs territories) and build robust Divisional business plans that break down impactable business targets by products , segments (Independents, LOCs, etc) and contracting modalities (PBGs, etc).
- Strategically direct ABMs in the acquisition, expansion, and retention of targeted customer accounts within the assigned area
- Drive effective implementation of ABM customer plans by using a wide variety of promotion (including omnichannel) as well as analytical tools to improve efficiency in assigned sales

geography, based on local assessment of customer opportunities and needs.

- Support ABMs to evaluate and prioritize business across many different types of customer segments including: Pediatrics, Family/General Practice, IDN/IHNs, Health Systems, and Federally Qualified Health Centers
- Lead a team to deliver account performance objectives by developing robust account plans that include specific, measurable, action-oriented objectives in accordance with regional goals for targeted health systems, Independent accounts, institutional systems and IDNs by demonstrating comprehensive understanding of the aligned brand strategies and disease state knowledge to ensure each brand can be effectively positioned with key accounts.
- Work with account data and multiple territory level data, to develop actionable business plans and conduct business reviews
- Support teams to navigate and communicate complex contracting and pricing resulting in maintaining and expanding sales with targeted customer accounts
- Establish and track territory performance metrics to evaluate progress and performance, and to assess opportunity and need to adjust plans and associated tasks.
- Coach/train team members to identify key business opportunities and navigate those settings to identify key points of contacts to drive business
- Work collaboratively with cross-functional teams to prioritize account projects/initiatives that address changing customer and market requirements and needs. Present partnership opportunities to the Hospital and Strategic Accounts team, and coordinate project implementation.
- Coordinate with other customer teams to inform customer strategy; proactive and intentional sharing of information/insights
- Recruit, select, train, and coach; ensure the team is appropriately staffed with required competencies;
- Build and maintain employee morale and motivation, and encourage development of ABMs in all phases of their work including career development

Basic Qualifications:

- Bachelor's degree
- Minimum of 10 years related sales experience (preferably business to business and/or healthcare sales experience)
- Minimum 3-5 years first line pharmaceutical sales leadership experience

- Ability to develop strong, professional relationships for scientific exchange and promotion with healthcare providers in the community
- Strong leadership skills combined with demonstrated commitment towards coaching and people development; effective at building teams; an inspirational/motivational leader
- Ability to work collaboratively with others and influence peers and educate management regarding account needs.
- Strong customer facing skills & demonstrated negotiating capability
- Inclusive & Diverse mindset in talent development, promotion and team dynamics and culture.
- Excellence in demonstrating personal leadership and being a role model; aligning with company core values and Play to Win Behaviors: Act, Stretch, Think One Sanofi, Focus on Patients and Customers
- Ability to travel within division on a regular basis which may include frequent overnight and weekend travel
- A valid driver's license and safe driving record

Preferred Qualifications:

- Advanced or master's degree
- Specific knowledge of vaccine sales or buy and bill, distribution, administration, and reimbursement
- Launch experience within the last 4 years
- Experience with organized customers and delivering an executive value proposition for acute care or vaccine products
- Knowledge of the managed market dynamics and competitive landscape in the acute care and/or vaccine space
- Exposure and/or experience in other functional areas of the business (e.g. Sales Training, Customer Solutions, Sales Operations, Managed Care and Marketing)

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Better is out there. Better medications, better outcomes, better science. But progress doesn't happen without people – people from different backgrounds, in different locations, doing different roles, all united by one thing: a desire to make miracles happen. So, let's be

those people.

Sanofi Inc. and its U.S. affiliates are Equal Opportunity and Affirmative Action employers committed to a culturally diverse workforce. All qualified applicants will receive consideration for employment without regard to race; color; creed; religion; national origin; age; ancestry; nationality; marital, domestic partnership or civil union status; sex, gender, gender identity or expression; affectional or sexual orientation; disability; veteran or military status or liability for military status; domestic violence victim status; atypical cellular or blood trait; genetic information (including the refusal to submit to genetic testing) or any other characteristic protected by law.

Watch our ALL IN video and check out our Diversity, Equity and Inclusion actions at sanofi.com!

Sanofi US endeavours to make our career center accessible to any and all users. If you are experiencing difficulty and need assistance applying online, please call 1-866-SANOFI2 (1-866-726-6342) or [click here](#).

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The salary range for this position is \$140,625 to \$187,500. In addition to sales incentive (role may be eligible for long term incentive depending on level and performance); all compensation will be determined commensurate with demonstrated experience. Employees may be eligible to participate in Company employee benefit programs. Additional benefits information can be found through the link, www.benefits.sanofi.us/allwell.com

This position is eligible for a company car through the Company's FLEET program.

Candidates must complete all fleet safety training and must maintain an acceptable driving record regarding accidents and incidents.

EXTERNAL ONLY:

#GD-SA

#LI-SA

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At Sanofi, we provide equal opportunities to all regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, ability or gender identity.

Watch our and check out our Diversity Equity and Inclusion actions at !

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