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Regional Medical Manager, Marmara - Europe - L'Oréal Dermatological Beauty

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Company: L'Oréal

Location: Umraniye

Category: other-general

The world leader in beauty, present in countries on five continents!

Our international brands include L'Oréal Paris, Kiehl's, Vichy, Giorgio Armani Beauty, Garnier, Yves Saint Laurent Beauté, Ralph Lauren, Maybelline New York, Kérastase, Viktor&Rolf, Urban Decay, Lancôme, NYX PMU, L'Oréal Professionnel, Vichy, La Roche-Posay, Diesel, Cerave, our local brand İpek and more.

For more than a century, L'Oréal has devoted itself solely to one business: beauty. We strive to be the st **beauty-tech** company all around the world!

The group's mission is to provide the best in cosmetics **innovation** to women and men around the world with respect for their **diversity** . We want to **beauty to all people** . Our ambition for the coming years is to win over another one billion consumers around the world by creating the cosmetic products that meet the infinite diversity of their beauty needs and desires.

If you are ready to take charge of your career and join us on our quest for the next billion consumers, follow us to get the insider scoop on our business, culture, and tips on how to join us to shape the future of beauty. Join our **L'Oréal Dermatological Beauty Division!**

Key Responsibilities

We are looking for a **Regional Medical Manager – Marmara Europe** under L'Oréal Dermatological Beauty Division. Regional Medical Manager will be in charge of implementing the LDB brand strategies in the area of responsibility and create regional business plans matching the overall LDB medical strategic frame. Your previous team management experience will help you to develop and lead strong and talented team.

WHAT YOU'LL DO

Ensures the quality, effectiveness and safety of the sample products during physician distribution for medical detailing and patient recruitment purposes

Identify and build sustainable and effective rapport key customers and stakeholders and work closely with them on the field

Lead the team of highly performing medical reps. When required hire, train, and coach medical reps for their team. Inspire and coach the team members in reaching and exceeding their personal business goals

Assess Medical Reps performance by creating individual development plan to achieve business goals and to demand high performance by ensuring the coordination of all coaching activities and creating a business plan to be discussed during the business reviews

Perform effective leadership and coaching among the Medical Reps to use the new technologies and channels accurately for business purposes to increase efficiency

Effectively manage and optimize the allocation of resources required to achieve business results

Closely follow the market dynamics in the responsible region, with a proactive approach, assess the opportunities and inform the medical management, sales and other functions in LDB Division

To improve the professional customer relationships and achieve their personal business goals, ensure the Medical Reps have the medical scientific knowledge about the brand and the products and enable them to use this information compatible with the brand strategy

DO YOU HAVE WHAT IT TAKES

years' university degree and good communication skills in English

Minimum - years of experience in a pharmaceuticals company, preferably with OTC products and minimum years of experience in a similar position

Having a market and consumer insight in beauty industry is a plus

WHAT COULD L'ORÉAL OFFER YOU

The ultimate place to win and achieve your career dreams if you take initiative and push the boundaries while helping others shine along the way

Work with some of the biggest brands and experts in the business, and the most passionate people

A diverse environment

Opportunity to be at the center of digital transformation

World class training and development

WEARELOREAL

Take a closer look at our world !

Puedes inscribirte en un máximo de tres ofertas en un período de días.

No puedes retirar tu solicitud una vez enviada, así que asegúrate de elegir la posición que mejor se adapte a tus habilidades y aspiraciones.

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